

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XVI. No. 2.

CHICAGO, ILL., JANUARY 25, 1906.

PRICE \$1.50 PER YEAR
TEN CENTS PER COPY

James Crighton F. D. Austin
Crighton & Co.
COMMISSION MERCHANTS
Royal Insurance Bldg., Chicago
Personal attention to shipments
Orders for future solicited

BABCOCK & HOPKINS
Shippers of
Corn Rye
Oats White and Mixed
Clipped and Natural
Rensselaer, Ind.

SHIPPERS
OF CORN AND OATS
MCCRAY, MORRISON & CO.
KENTLAND, IND.

Tyng, Hall & Co.
GRAIN
COMMISSION
Correspondence Solicited Peoria, Ill.

ESTABLISHED 1880 JAMES E. BENNETT
Thos. Bennett & Co.
Grain Commission
CONSIGNMENTS AND FUTURE
ORDERS SOLICITED
68 Board of Trade, CHICAGO

R. S. McCAGUE
Buyer and Receiver of
Corn Hay
202-204 Grain
Exchange Building
If you wish our card
bids write for them. PITTSBURG, PA.

"Established 1883 Incorporated 1897"
PITT BROTHERS CO.
GRAIN
Receivers & Shippers
BALTIMORE, MD.
Members Grain Dealers National Ass'n.
Indiana Grain Dealers Assn.

ESTABLISHED 1875
P. B. & C. C. MILES
GRAIN COMMISSION
BOARD OF TRADE PEORIA, ILL.

Liberal Advances on Consignments

WE HANDLE

Corn **ATS** Rye

J. A. Manger & Co.
BALTIMORE, MD.

MILMINE, BODMAN & CO.
GRAIN, STOCKS,
PROVISIONS, COTTON,
5 & 7 BOARD OF TRADE,
NEW YORK OFFICE:
401 PRODUCE EXCHANGE CHICAGO

'Grain Speculation
Not a Fine Art' A Book
Send postal requesting same to
E. W. WAGNER
99 Board of Trade CHICAGO

DUDLEY M. IRWIN

BARLEY

69-70-71 Board of Trade BUFFALO, N. Y.

E. Gerstenberg A. Gerstenberg
GERSTENBERG & CO.
Commission Merchants
CHICAGO
SEEDS
WHEAT, OATS, CORN
BARLEY
A SPECIALTY

Complete Grain Handling Equipments

We are manufacturers of and can furnish promptly whatever may be required for the economical and efficient handling of material in large or small elevators.

We have our own foundry, machine shop, and sheet metal department. We are headquarters for general supplies.

H. W. Caldwell & Son Co. Western Ave. Chicago
17th-18th St.

New York City, 95 Liberty St.

Woodward, Wight & Co., Ltd., New Orleans

DIRECTORY OF GRAIN RECEIVERS, SHIPPERS, BROKERS, TRACK BUYERS.

*Member Grain Dealers Natl. Assn.

ATLANTA, GA.

Brooke, Geo. W., grain receiver, shipper.*

BALTIMORE.

Botts & Co., Thos. H., grain, seeds, hay.*
England & Co., Chas., grain, hay.*
Frame, Knight & Co., grain, hay, seeds.
Frisch & Co., J. M., grain, hay, seeds.
Hammond & Snyder, receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Hopps, William, Grain & Hay Co., grain.*
Johnston Co., Thos., grain receivers.
Kirwan Bros. Grain Co., grain and hay.
Manger & Co., J. A., grain, seeds, hay.*
Muller Co., Louis, receivers and exporters
Pitt Bros. Co., receivers, shippers.
Richards & Hammond, grain receivers.

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.*

BERNE, IND.

Berne Grain & Hay Co., gr. & hay ship'rs.

BOSTON, MASS.

Aldrich & Sons, A. P., oats a specialty.
Ronald, Thomas, grain and millfeed.*

BUFFALO.

Alder & Stofer, strictly commission.
Anderson & Co., H. G., grain, mill feeds.
Buffalo Cereal Co., grain.*
Burns Bros., grain commission.*
Irwin, Dudley M., barley.*
Pratt & Co., grain commission.*
Waters, Henry D., grain commission.
Yantis, S. W., grain and feed.

CAIRO, ILL.

Halliday Milling Co., H. L., grain.*
Redman, Magee & Co., grain.*

CARROLL, IA.

Whitney, J. R., sr. bkr., trk. buyer.*

CHICAGO.

Anderson & Co., W. P., grain commission*
Armour Grain Co., grain buyers.*
Bartlett, Frazier & Carrington, grain.*
Bennett & Co., Thos., receivers, shpr's.*
Bentley, C. S., grain commission.
Crighton & Co., grain commission.
Dickinson Co., The Albert, seeds.
Dickson & Co., John, grain com'sion.
Dole & Co., J. H., grain and seeds.
Finney, Sam., commission.*
Freeman Bros. & Co., grain, hay, straw.
Gerstenberg & Co., grain, seeds.*
Harris, Scotten Co., receivers, buyers.
Heeman, Edward G., commission.*
Hemmelgarn & Co., H., commission.*
Hunter, W. W. & O. L., grain and feed.
Johnson & Co., W. F., grain, seeds.
Lake & Co., W. H., commission receivers.*
Marshall, Frank, shipper of white oats.
Merritt & Co., W. H., grain, seeds.*
Milmlne, Bodman & Co., grain com'sion.
Mueller & Young Grain Co., rcvrs., shpr's*
Mumford Co., W. R., commission.
Paynter, H. M., grain commission.
Peavey Grain Co., receivers, shippers.*
Requa Brothers, consignments solicited.
Rogers & Bro., H. W., grain and seeds.
Rosenbaum Bros., receivers, shippers.*
Rosenbaum Grain Co., J., rcvrs., shpr's.*
Runsey & Company, grain commission.*
Seckel & Co., E., receivers, shippers.
Shaffer & Co., J. C., buyers and shippers.
Somers, Jones & Co., grain receivers.*
Thompson & Co., W. J., grain and hay.
Walters Bros., grain and seeds.
Wagner, E. W., receiver and shipper.*
Ware & Leland, grain, seeds.*
Wetmore & Co., H. D., commission.
Winans, F. E., grain and seeds.
Wright, Bogert & Co., com. merchants.
Young & Nichols, grain commission.

CINCINNATI.

Interstate Grain Co., rcvrs & shippers.*
Loudon & Co., receivers & shippers.*
Southern Grain Co., grain merchants.*
The Early & Daniel Co., grain and hay.*
The Gale Bros. Co., grain, hay, millfeed.*
The Metzger-Hill Co., grain, hay.*
Union Grain & Hay Co., grain, hay.*
Whitcomb & Root, specialty, hay, gr., fd.

CLEVELAND, O.

Bennett, Walter A., grain, hay, mill feed.
Union Elevator Co., grain, hay, straw.*

COLUMBIA CITY, IND.

Kraus & Apfelbaum, grain and seeds.

COLUMBUS, O.

Baum & Robinson, buyers and shippers
McCord & Kelley, track buyers, shippers.*
Seeds Grain Co., grain and hay.*

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, sds.*

DAVENPORT, IOWA.

Rothschild Grain Co., D. gr. merchants.

DAYTON, OHIO.

Shaeffer & Boroff, buyers, shippers.*

DENVER, COLO.

The Ady & Crowe Merc. Co., gr., hay.

DETROIT, MICH.

Caughy & Carran, grain & seed dlrs.
Dumont, Roberts & Co., grain dealers.

EVANSVILLE.

Small & Co., W. H., grain, seeds.*

FAIRBURY, ILL.

Keller, Emil, track buyer.

FORT WORTH, TEXAS.

Kolp, E. R. & D. C., mlrs., gr., sd. dlrs.

FREMONT, NEB.

Nye-Schneider-Fowler Co., grain dealers.

GOSHEN, IND.

Johnson & Son, grain, hay and straw.

GREENVILLE, OHIO.

Grubbs Grain Co., E. A., track buyers.*

INDIANAPOLIS.

Cooper & Oddy, grain and hay com.
Finch & McComb, grain commission.
Kinney, H. E., grain and mill products.
Riley & Co., W. J., grain and feed.

KANSAS CITY.

Adams Grain Co., Geo. A., commission.*
Beach-Keever Grain Co., grain receivers.
Bower Grain Co., inc., grain and seeds
Ernst-Davis Grain Co., commission.
Fowler, Lev., grain.
Grier Grain Co., consignment a specialty.
Hinds & Lint Grain Co., rcvrs, shippers.*
Kimball-Fowler Cereal Co., corn millers.
Marshall & Michel Grain Co., grain, fd.
Strong Grain Co., H. L., com. merchants.*
Thresher & Fuller, grain commission.
Vanderslice-Lynds Co., grain commission.

KENTLAND, IND.

McCray, Morrison & Co., track buyers.

LE MARS, IOWA.

Gehlen, J. J., grain and hay shipper.

LEXINGTON, KY.

Bayless Fruit Co., grain, seeds, hay.

LOUISVILLE, KY.

Brandels & Son, A., receivers & shippers.
Callahan & Sons, grain and hay.*
Schuff & Co., A. C., grain and hay.*
Verhoeff & Co., H., rcvrs. & shpr's, grain.*
Zorn & Co., S. rcvrs. & shippers of grain.

MEMPHIS.

Brown & Co., W. P., grain & hay dealers*
Davis & Andrews, grain dealers.*
Denyven & Co., grain and hay brokers.
Edgar Grain Co., J. B., rcvrs. and shpr's.
Jones & Co., T. B., grain dealers.*
Patton-Hartfield Co., grain, hay.
Wade & Sons, John, grain dealers.
Webb & Maury, eltr., grain and hay.*
Williams & Co., J. M., grain, hay, flour.
Williams & Fitz-Hugh Co., gr. dealers.*
Wisner & Co., grain & hay.*

MIDDLETOWN, N. Y.

Cordner, R. R., grain and feed.

MILWAUKEE.

Bartlett & Son Co., L., grain commission*
Krause Grain Co., Chas. A., gr. dealers.*
Krull Commission Co., Robt., com. mer.*
Lauer & Co., J. V., barley a specialty.*
Lowry & Co., I. H., grain commission.*
Lull, Chas. R., grain, feed, hay.*
Milwaukee Elevator Co., barley.*

MINNEAPOLIS.

Brown & Co., E. A., commission.
Marfield-Griffiths Co., grain commission.*
Spencer Grain Co., commission, barley.
Welch & Co., E. L., grain commission.
Van Dusen-Harrington Co., commission.*

MONTGOMERY, ALA.

Davis & Co., W. A., brokrs, hay, gr, fr.

NEWARK, N. J.

Champlin & Co., F. A., grain, hay, feed.

NEWVILLE, PA.

Fickes G. & F. Co., cash byrs., grain, hay.

NASHVILLE, TENN.

Douglas & Co., Byrd, buyers of grain, hay.
Harsh Bros. & Co., grain and hay.
Hill & Co., Geo. W., grain and hay.
Hughes W'house & Eltr. Co., hay-gr. rcrs.
Jackson, John A., hay-grain broker.
Kerr, S. S., receiver and shipper.
Miller & Co., grain commission.
Neil & Shofner Grain Co., rcvrs., shpra.
Rhea, Isaac T., red cob white corn.

NEW ORLEANS, LA.

Benedict Commission Co., Ltd., hay com.
Clark, Thos. J., broker rcvrs grain and
hay; shipper rice bran, polish, hulls.
Steinhardt & Co., receivers and expts.

NEW YORK CITY.

Forbell & Tilson, grain commission.
Jones & Morey Co., grain brokers.
Morris & Co., Chas. B., grain, feed, hay.
The Larrowe Milling Co., oats, wheat, crn*

OKLAHOMA CITY, OKLA.

Kolp, E. R. & D. C., mlrs., gr., sd. dlrs

OMAHA, NEB.

Hamilton Co., The J. H., grain com'sion.
Nebraska-Iowa Grain Co., grain dealers.
Thompson Co., G. C., grain dealers.

PEORIA, ILL.

Pocock, J. S., grain commission
Miles, P. B. & C. C., grain commission.*
Tyng, Hall & Co., grain commission.*
Van Tassel Grain Co., receivers, shpr's.*
Warren & Co., grain commission.

PHILADELPHIA.

Buckley & Co., J. M., grain and hay rec.*
Clemmer, A. B., grain and feed broker.
Delp & Co., Edmund E., grain receivers.
Graft & Son, L. G., grain, exp. and dom.
Miller & Sons, L. F., grain, seeds, hay.
Pultz & Co., J. B., grain and feed.
Richardson Bros., grain, flour, millfeeds.
Rogers & Co., E. L., grain, hay.*

PITTSBURG.

Elwood & Co., R. D., grain and feed.
Foster, C. A., grain, hay, feed.*
Geidel & Dickson, grain, hay, feed.
Graham & Son, Jas., grn., hay, mill-feed.
Hardman & Heck, grain and hay.
Kell & Thorne, grain, hay, feed.
McCaffrey's Sons Co., Daniel, grain, hay.
McCague, B. S., grain, hay.*
Morgan & Co., H. G., grain, hay, millfeed.
Morton, N., grain and hay.
Stewart, D. G., & Geidel, gr, hay, straw*

PORTLAND, ME.

Merrill, Edward P., grain broker.

RENSELAER, IND.

Babcock & Hopkins, grain shippers.

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, sds.*
Fairbank & Co., S. G., grain, hay, seeds.
King, Geo. T., broker and commission.*

ST. JOSEPH, MO.

Gordon, T. P., grain commission.*

ST. LOUIS, MO.

Byrne & Co., Daniel P., grain, hay, sds.*
Goffe & Carkner Co., grain commission.
Langenberg Bros. & Co., grain, hay.*
Nanson Com. Co., grain commission.*
Sherry-Bacon Grain Co., grain com'sion.
Waggoner Grain Co., rcvrs, shippers.

TOLEDO.

Coon, J. J., grain and seed receivers.*
Goemann Grain Co., grain buyers.*
King & Co., C. A., grain, clover seed.*
McCabe & Co., G. E., grain & seeds.
Morehouse & Co., W. H., grain & seeds.
National Milling Co., cash buyers wheat*
Reynolds Bros., grain and seeds.*
Rundell & Co., W. A., grain, seeds.*
Southworth & Co., grain and seeds.*
The Toledo Field Seed Co., clov., tm.
The Toledo Salvage Co., salvage grain.
United Grain Co., grain commission.*
Wickenhiser & Co., John, grain, mill feed
Zahn & Co., J. F., grain, seeds.*

WICHITA, KANS.

Powell & Co., L. H., grain, gr. products.

WINNIPEG, CAN.

Harris, Scotten Co., buyers and shippers.
McBean & Co., Bruce, grain commission.
Parrish & Lindsay, grain commission.

TOLEDO PRODUCE EXCHANGE MEMBERS.

Established 1877
W. A. RUNDELL & CO.
 GRAIN AND SEED MERCHANTS
 We buy, delivered Toledo or f. o. b. your station. Personal attention to consignments and trades in "futures".
TOLEDO, OHIO

National Milling Co.
TOLEDO, OHIO
 DAILY FLOUR CAPACITY 4,000 BBL.
 ELEVATOR CAPACITY 1,500,000 BU.
 Always in the market for milling wheat; ask for our daily bids.

Be Friendly. Write Occasionally.
 Established 1846.
C. A. KING & CO.
TOLEDO, OHIO
 Grain and Clover Seed, spot and futures.
 Special Market and Crop Reports Free.
 MEMBERS { Toledo Produce Exchange.
 Chicago Board of Trade.

S. C. Reynolds C. L. Reynolds F. J. Reynolds
REYNOLDS BROS.
 GRAIN AND SEEDS
 24, 25 and 26 Produce Exchange
TOLEDO, O.
 Offer us your Grain and seeds; consign it, or ask for bids.

CONSIGN
 YOUR
GRAIN AND SEED
 TO
SOUTHWORTH & CO.
TOLEDO, OHIO

J. J. COON
 GRAIN, SEEDS AND FEED.
 61 PRODUCE EXCHANGE
TOLEDO, O.
 CONSIGNMENTS SOLICITED.
 ASK FOR OUR DAILY BIDS.

The Toledo Field Seed Co.
CLOVER AND TIMOTHY SEED
 Consignments Solicited
 Send Us Your Samples
ASK FOR OUR DAILY BIDS
TOLEDO, O.

The Toledo Salvage Co.
 Buyers of
OFF GRADES and
SALVAGE GRAIN
Toledo, - - Ohio

HARRY CUDEBACK
 with
JOHN WICKENHISER & CO.
 Buyers and Shippers of Grain.
 We buy F. O. B. your station for interior shipment. - Consignments solicited.
Toledo, O.

ARTHUR L. MILLS, Pres. JAS. W. THOMPSON, Sec'y JAMES HODGE, Treas.
 FRED O. PADDOCK, L. S. CHURCHILL, Vice-Presidents
UNITED GRAIN CO.
 Successor to
 The Paddock-Hodge Co., The Churchill-White Grain Co., Churchill & Co.
Offices in Chicago, Toledo and Buffalo
 Write, Wire or Phone us at either Chicago, Toledo or Buffalo
 Storage Capacity, Seven Million Bushels Unloading Capacity, 350 Cars Daily
 Oats Clipping Capacity, 200,000 Bushels Daily
 Members: Toledo Produce Exchange Chicago Board of Trade
 Chamber of Commerce, Buffalo Merchant's Exchange, St. Louis
 We handle consignments and make liberal advances on either sales or consignments. We trade in futures Chicago, Toledo, Buffalo or St. Louis. Our bids your track, for either Toledo, Chicago or Buffalo markets will reach you daily no matter where you are located

ZAHM
 Established 1879.
J. F. ZAHM & CO.
 J. F. ZAHM F. W. JAEGER F. MAYER
GRAIN AND SEEDS
CASH AND FUTURES.
TOLEDO. - - OHIO.

NEW YORK PRODUCE EXCHANGE MEMBERS.

The Larrowe Milling Co.
Grain Merchants
 227 Produce Exchange, New York.

Chas. B. Morris Established 1870 Chas. J. Leward
CHAS. B. MORRIS & CO.
 GRAIN, FEED, HAY AND STRAW
 FOOT 131ST STREET, HUDSON RIVER, N. Y.
 Storage capacity, 125 cars. Liberal advances made on all consignments. Members N. Y. Produce Ex. and National Hay Association.

Forbell & Tilson
COMMISSION MERCHANTS
GRAIN, MILL FEEDS, HAY.
OATS A SPECIALTY.
 —CONSIGNMENTS SOLICITED—
 342 Produce Exchange, NEW YORK CITY.

PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS.

J. B. Pultz P. R. Markley
Brokerage and
Consignments
DOMESTIC AND EXPORT
GRAIN AND FEED
 All inquiries in regard to business or grades in this market quickly & cheerfully answered
 Try Us
J. B. Pultz & Co.
 Bourse Bldg., Philadelphia, Pa.

L. F. Miller & Sons
 Receivers and Shippers of
Grain, Feed, Seeds, Hay, Etc.
 CONSIGNMENTS SOLICITED
 Office 2931 N. Broad St. PHILADELPHIA, PA.
 Elevator and Warehouse, Germantown Jet. P. R. R.

Established 1863
E. L. Rogers & Co.
 COMMISSION MERCHANTS
 Grain, Feed, Hay, Straw
 Bourse Bldg., PHILADELPHIA, PA.

CLARK'S CAR REGISTER
 Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 1/2 in.
 No. 40 contains spaces for 9,000 cars, \$1.50
 No. 42 contains spaces for 17,000 cars, \$2.50
GRAIN DEALERS COMPANY
 255 La Salle St., Chicago

SELL OR CONSIGN YOUR
CORN-OATS-HAY
EDMUND E. DELP & CO.
 474 BOURSE PHILADELPHIA, PA.
 We Distribute to Interior Trade Throughout the East - GIVING ADVANTAGE OF ALL MARKETS

BALTIMORE CHAMBER OF COMMERCE MEMBERS.

The William Hopps GRAIN
Grain and Hay Co. HAY
Buyers, Receivers & Shippers AND
Advances made on consignments. FEED
Hay and Ear Corn Wanted. STUFFS
524-26 East Monument Street
Baltimore : : Maryland

Established 1882.
G. A. HAX & CO.
COMMISSION
Grain, Hay and Seeds
445 North Street, Baltimore, Md.

CHAS. ENGLAND & COMPANY
COMMISSION MERCHANTS
GRAIN - HAY - SEEDS
9 E. Pleasant St., Baltimore, Maryland

THOS. H. BOTTS & CO.
Commission Merchants
GRAIN SEEDS FLOUR
Liberal Advances Made on Consignments
309 Chamber of Commerce
BALTIMORE, MD.

J. M. Frisch W. F. MacNeal
J. M. FRISCH & CO.
Formerly of and Successors to W. G. Bishop & Co.
COMMISSION MERCHANTS
Grain, Hay and Seeds
316 North Street BALTIMORE, MD.
References—Dun, Bradstreet and First National
Bank, Baltimore.

E. F. Richards Harry M. Hammond
RICHARDS & HAMMOND
GRAIN
Special Attention Given to Consignments
408 Marine Bank Bldg., BALTIMORE, MD.

Thos. Johnston Company
GRAIN
Receivers and Shippers.
Consignments Solicited.
204 Marine Bank Bldg., BALTIMORE, MD.

Louis Müller, Pres. John M. Dennis, V-Pres.
Ferdinand A. Meyer, Treasurer
LOUIS MÜLLER CO.
Grain Receivers and Exporters
Correspondence and Consignments
Respectfully Solicited
BALTIMORE, MARYLAND

Say
Let the Grain Dealers Journal
Want Ads do your work.
They bring quick returns.

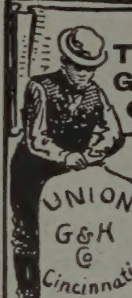
CINCINNATI CHAMBER OF COMMERCE MEMBERS.

The Gale Bros. Co.
CINCINNATI, O.
WANT YOUR BUSINESS
GRAIN - HAY

The Metzger-Hill Co.
Receivers and Shippers
GRAIN and HAY
Cincinnati, Ohio

YOU
Can find no present more ac-
ceptable to the progressive grain
dealer than a paid up subscription
to the Grain Dealers Journal.

Capital, \$400,000.00.
THE UNION
GRAIN & HAY
CO. CINCINNATI, O.
Consignments Solicited.
It will pay you to get
our prices on
GRAIN AND
HAY
Write us to-day.


PITTSBURGH GRAIN AND FLOUR EXCHANGE MEMBERS.

HAY
The Best Market in the World
We Know the Best Buyers
Liberal advances on consign-
ments. Write us.
Daniel McCaffrey's Sons Co.
PITTSBURGH, PA.
References: Duquesne Nat.
Bank, Washington Nat. Bank
GRAIN

Keil & Thorne
GRAIN - HAY - FEED
201 Grain Exchange PITTSBURGH, PA.

H. G. MORGAN
The Pittsburgh Hay Man
Ear Corn, Hay and Oats
Grain Exchange Building
PITTSBURGH, PA.

Grain, Hay, Millfeed
Wanted in Car Loads
HARDMAN & HECK
Receivers and Shippers
Exchange Bldg. Pittsburg, Pa.

JAMES GRAHAM ESTABLISHED 1866. R. C. GRAHAM
JAMES GRAHAM & SON
Capital, \$400,000.00
GRAIN, HAY AND MILL FEED
References—First National Bank, Mellon National
Bank, Bradstreet's and Dun's Mercantile Agencies.
807 Westinghouse Building, Pittsburgh, Pa.

N. MORTON
Receiver and Shipper
Grain, Hay and Feed
Member: National Hay Association;
Pittsburg Grain and Flour Exchange.
207 Grain Exchange Bldg., Pittsburg, Pa.
Reference, Monongahela National Bank

PEORIA BOARD OF TRADE MEMBERS.

VAN TASSELL GRAIN CO.
GRAIN
MERCHANTS
PEORIA, - - - - - ILL.

J. S. BOCOCK
GRAIN
COMMISSION
Room 30 Board of Trade, Peoria, Ill.

Warren & Co.
Grain Commission Merchants.
Rooms 7 & 9
Chamber of Commerce Peoria, Ill.

BUFFALO CHAMBER OF COMMERCE MEMBERS.

**BURNS
BROTHERS
BUFFALO**

WILL BUY YOUR
GRAIN
OR HANDLE IT ON
CONSIGNMENT

MEMBERS OF
Buffalo Chamber of Commerce.
New York Produce Exchange.
Milwaukee Chamber of Commerce.
Grain Dealers National Ass'n.
Indiana Grain Dealers Ass'n.
Michigan Grain Dealers Ass'n.

REFERENCES
Bank of Buffalo & Commercial Agencies
48-44 Chamber Commerce
BUFFALO

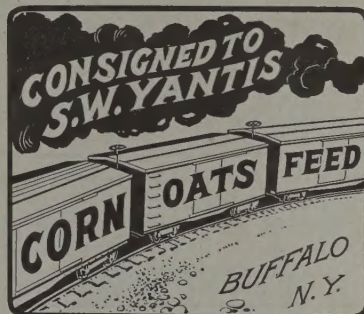
PRATT & CO.
Grain Commission Merchants
Correspondence solicited
76 and 77 Board of Trade
BUFFALO, N. Y.

W. W. Alder. T. J. Stofer.
ALDER & STOFER
Commission Merchants

We do not buy any grain, but handle
on commission, and solicit your
Buffalo consignments.

83 Chamber of Commerce
BUFFALO NEW YORK

HENRY D. WATERS
GRAIN COMMISSION MERCHANT
CONSIGNMENTS SOLICITED
54 Board of Trade, BUFFALO, N. Y.



The Electric Elevator and Milling Co. Buffalo
BUFFALO OFFICE ELEVATOR CAPACITY N. Y. OFFICE
26 Chamber of Commerce 2,000,000 bu. 104 Produce Exchange
Rail and Lake.
Receivers and Shippers of Grain, Mill Feeds, Hay
We offer you the advantage of both the Buffalo and New York markets. Correspondence and consignments solicited.

MEMPHIS MERCHANT'S EXCHANGE MEMBERS.

W. P. BROWN & COMPANY
Successors to John K. Speed & Co.
MAKE TRACK BIDS
GRAIN AND HAY
MEMPHIS TENN.

Patton-Hartfield Co.
Grain and Hay Commission
Consignments Solicited.
MEMPHIS TENN.

WE WANT
Corn and Oats
John Wade & Sons
Grain Buyers
and Dealers
Members Merchants' Exchange
MEMPHIS, TENN.

WISNER & CO.
GRAIN & HAY
DEALERS
MEMPHIS, TENN.

Denyven & Co.
Brokerage and Commission
Grain, Hay and Mill Feed
Consignments and Correspondence Solicited
MEMPHIS, TENN.

MILWAUKEE CHAMBER OF COMMERCE MEMBERS.

Established 1864
I. H. LOWRY & CO.
Grain Commission Merchants
64 Mitchell Building
BRANCH HOUSES: MILWAUKEE, WIS.
62 Wheeler Bldg., Chicago, Ill.
821-22-23 Chamber of Commerce, Minneapolis.

Grain, Flour, Feed, Hay and Straw Specialties
Robert Krull Commission Co.
(INCORPORATED)
SHIPPING AND COMMISSION
MERCHANTS
38 Chamber of Commerce MILWAUKEE, WIS.

CHAS. R. LULL, Milwaukee
Buyer and Shipper of
Grain, Millfeed and Flour
Transfer and Cleaning Elevator at Mc-
Gregor, Ia., capacity 200,000 bu. Will send
track bids regularly upon request. Corre-
spondence solicited from Eastern buyers.

Wheat Tables
On Cards

Clark's Wheat Tables for reducing wagon load weights
to bushels reduce any number of pounds up to 4,000 to
bushels of 60 pounds each.
In addition to the regular reduction table, 4 dockage
tables showing the dockage of any quantity up to 4,000
lbs., at 1, 2, 3 and 5 lb. dockage are given. Also a table for reducing any quantity of flaxseed,
rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.
Printed in two colors on heavy Bristol board with eyelet to hang beside scale beam. These
six tables will be sent, prepaid, for 50 cents.

GRAIN DEALERS CO., 255 La Salle Street, Chicago, Ill.

Chicago Reference: Minneapolis
Marine National Bank, Milwaukee, Wis.
J. V. LAUER & CO.
GRAIN COMMISSION MERCHANTS
CHAMBER OF COMMERCE
Barley a Specialty MILWAUKEE, WIS.

CHICAGO BOARD OF TRADE MEMBERS.

REQUA BROTHERS

FRANK E. GULICK, Manager Receiving Department

We make a specialty selling consignments, wheat, corn, oats, rye, barley, hay and seeds. We execute future orders.

86 BOARD OF TRADE, CHICAGO

W. J. Thompson & Co.

HAY AND GRAIN

HAY A SPECIALTY53 Commerce Bldg., CHICAGO, ILL.
OPP. BOARD OF TRADE**W. H. LAKE & CO.****Commission Merchants**

We Solicit Your Consignments and Orders in Futures.

6 AND 8 SHERMAN STREET, CHICAGO

514 Chamber of Commerce, St. Louis

MEMBERS

Chicago Stock Exchange. Chicago Board of Trade.
New York Produce Exchange.
St. Louis Merchants Exchange.
Milwaukee Chamber of Commerce.
Minneapolis Chamber of Commerce.

GEO. S. DOLE, Pres. H. N. SAGER, Sec.

J. H. DOLE & CO.

(ESTABLISHED 1852)

COMMISSION MERCHANTS**GRAIN AND SEEDS**

We solicit your

CONSIGNMENTS

and orders in futures.

226 La Salle St., CHICAGO

FREEMAN BROS. & CO.

Successors to H. H. FREEMAN & CO.

GRAIN, HAY, STRAW

Commission Merchants

66 Board of Trade, Chicago

J. C. SHAFFER & CO.**GRAIN MERCHANTS**

Buyers and Shippers of Grain

240 La Salle St., CHICAGO

Walters Brothers

Commission Merchants

Grain and Seeds

75 BOARD OF TRADE, CHICAGO

**J. ROSENBAUM GRAIN CO.,****Grain Merchants**

CHICAGO

Cifer Codes

Use a good Telegraph Cifer Code. Prevent Errors, Reduce the Cost of Sending messages and Prevent Contents becoming known to agents.

ROBINSON'S TELEGRAPH CIPHER CODE is used more extensively by the grain trade than all others combined. Well arranged, compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.

A. B. C. INTERNATIONAL CODE, is used more extensively in international trade than any other. Bound in cloth, 480 pages. Fourth edition, \$5.00. Fifth edition, 1,400 pages, \$7.00.

HAY AND GRAIN CIPHER CODE is for the use of hay receivers and shippers. Is well arranged, compact and well printed on good paper. Price, \$1.00.

BALTIMORE EXPORT CABLE CODE, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 152 pages. Price, \$10.00.

COMPANION CABLE CODE, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

RIVERSIDE CODE, fifth edition, specially adapted for use of millers and flour dealers who do an export business. Bound in flexible leather covers, 228 pages. Price, \$3.00.

UNITED STATES CIPHER CODE. Bound in cloth, 136 pages. Price, \$3.00.

REVISED ECONOMY CODE. Well bound and printed. Price, \$5.00.

YOUR NAME in gilt letters stamped on front cover on any of above books for 25 cents extra.

For any of the above, address

GRAIN DEALERS COMPANY

255 La Salle St., Chicago, Ill.

Wright, Bogert & Co.**Commission Merchants**

Correspondence and Consignments Solicited.

Orders for future delivery carefully executed.

SCREENINGS AND MILL STUFF306 - 308 Postal Telegraph Bldg.
CHICAGO**W. H. MERRITT & CO.**
Grain Buyers & Shippers

CORRESPONDENCE SOLICITED.

87 Board of Trade, CHICAGO, ILL.

C. S. BENTLEY**GRAIN COMMISSION MERCHANT**

Consignments solicited

Orders for future Delivery promptly executed

73 Board of Trade CHICAGO

STOCKS, BONDS, GRAIN PROVISIONS

JOHN

DICKINSON & CO.

171 LA SALLE ST.

Members—Chicago Board of Trade
N.Y. Consolidated Stock Exchange
Daily market letter sent free upon request.

Robinson's Cipher Code (Revised).

Bound in leather, gilt edges.....\$8.00

Bound in cloth.....1.50

Your name in gilt letters on front cover 25 cents extra.

GRAIN DEALERS COMPANY

255 La Salle St. Chicago

GRAIN TABLES FOR CAR LOADS

Clark's Grain Tables for Car Loads, so extensively used for reducing pounds to bushels have been extended to cover the largest car loads. The book now contains 28 pages of tables as follows:
OATS (32 lbs.) six tables, 20,000 to 36,000 lbs.
CORN (56 lbs.) eight tables, 20,000 to 108,000 lbs.
WHEAT (60 lbs.) eight tables, 20,000 to 108,000 lbs.
BARLEY (48 lbs.) six tables, 20,000 to 86,000 lbs.
The number of bushels in any weight of grain, within the numbers specified above are given in bold-faced type. The tables are printed in two colors on good paper. By their use all reductions are avoided and errors are prevented.

Bound in cloth - - - \$1.50
Bound in leather and indexed, \$2.00

GRAIN DEALERS JOURNAL

255 La Salle St. - - Chicago, Ill.

CHICAGO BOARD OF TRADE MEMBERS.

Harris, Scotten Company

35-39 BOARD OF TRADE, CHICAGO
412 BOARD OF TRADE, KANSAS CITY
GAINESVILLE, TEXAS

Receivers, Buyers and Shippers
of Grain and Seeds

Barley Shippers

We have something especially designed for you free for the asking.

ROSENBAUM BROTHERS

GRAIN COMMISSION MERCHANTS
77 Board of Trade CHICAGO

H. HEMMELGARN P. H. SCHIFFLIN

H. Hemmelgarn & Co.

Commission Merchants
515-518 Postal Tel. Building . . . Chicago

Consignments of Grain
and Seed a Specialty
Orders for future delivery promptly executed

Daily Market Letter mailed upon application

No order too large for me to execute
GRAIN
CONSIGNMENTS
A SPECIALTY

Sam Finney

58 Board of Trade
CHICAGO

or too small to be appreciated

TIMOTHY SEEDS BARLEY
FLAX CLOVER A SPECIALTY OATS
CORN

F. E. WINANS
Grain Commission Merchant
6 Sherman St., Chicago

ARMOUR GRAIN CO.
GRAIN BUYERS
DEALERS
205 LA SALLE STREET
CHICAGO

H. D. WETMORE & CO.

CHICAGO CASH ILLINOIS
GRAIN &
FUTURES

712 Postal Tel. Bldg.

Member Chicago Board of Trade.

WRITE FOR MY

"Grain Trade Talks"

Edward G. Heeman.

159 LaSalle St., CHICAGO

Rotunda National Life Building.

All business transacted through and confirmed by
Chas. W. Gillett.

My "GRAIN TRADE TALKS" are published in full
in the Chicago Evening Post and Chicago Journal.
Will send either paper free to customers.

THOMAS E. WELLS W. M. TIMBERLAKE BENJAMIN S. WILSON
WITH

T. E. WELLS & CO.

COMMISSION MERCHANTS—GRAIN, PROVISIONS, STOCKS AND BONDS
1011-1017 Royal Insurance Building, Telephone Harrison 1256 CHICAGO

THE ALBERT DICKINSON CO.

Clovers
Timothy
Flaxseed
Bromus Inermis
Dwarf Essex Rape Seed
Main Office, CHICAGO, ILL.

SEEDS

Blue Grass
Orchard Grass
Millets, Hungarian
Redtop, Seed Corn
Peas, Beans, Bags, etc.
MINNEAPOLIS, MINN.

RECEIVERS

who want to reach the regular grain
dealers of the country use space in
the GRAIN DEALERS JOURNAL.

YOUNG & NICHOLS

GRAIN

Commission Merchants

Consignments and orders
for futures solicited.

169 Jackson Boul.
CHICAGO

Rumsey & Company,

Successors to Rumsey Lightner & Co.

COMMISSION MERCHANTS

Grain, Provisions and Seeds

Cash and Future Deliveries.

97 Board of Trade

CHICAGO.

WRITE FOR OUR DAILY MARKET LETTER
J. H. WARE
E. F. LELAND
C. W. LEE
F. J. FAHEY

CONSIGN

Your Grain and Seeds and send
your orders to

WARE & LELAND

400-410 Postal Telegraph Bldg.
CHICAGO

For Grain, Provisions,
Stocks and
Cotton.

YOUR INTERESTS ARE OUR INTERESTS

CHICAGO BOARD OF TRADE MEMBERS.

MINNEAPOLIS MILWAUKEE
W.A. FRASER CO.
 Consignments and
 Future Delivery Orders Solicited.
 714-715 Royal Ins. Bldg., CHICAGO

Consignments and correspondence solicited. Orders in
 futures promptly executed.

GRAIN TRY ME SEEDS

All business transacted
 through and confirmed by Milmine-Bodman Co.
 H. M. Paynter, 5 and 7 Board of Trade, Chicago

YOUR INTERESTS IN THE
 CHICAGO MARKET will re-
 ceive most careful attention
 if placed with us. Try it.

W. F. Johnson & Co.

59 BOARD OF TRADE

CONSIGNMENTS SOLICITED

Orders for Future Delivery Promptly
 Executed.

W. P. ANDERSON & COMPANY
 COMMISSION MERCHANTS
 GRAIN AND PROVISIONS
Consignments Solicited
 Ground Floor, 12 Sherman Street, CHICAGO, ILL.

Put Your Name
 where everyone identified
 with the grain trade will
 see it, and keep it there.
 THAT IS IN THE
Grain Dealers Journal
 OF CHICAGO

**Bartlett, Frazier and
 Carrington**
 GRAIN RECEIVERS AND
 SHIPPERS
 Western Union Bldg., Chicago, Ill.

A. L. Somers Chas. A. Jones
SOMERS, JONES & CO.
 Commission Merchants
 GRAIN AND FIELD SEEDS
 Consignments and orders for future
 delivery solicited.
 Suite 544 and 545 Postal Telegraph Building
 CHICAGO

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS.

Wheat, Barley, Flax, Oats
 For prices and
 samples, write
The Van Dusen-Harrington Co.
 Minneapolis Duluth Kansas City

Milwaukee Chicago
E. A. BROWN & CO.
 GRAIN COMMISSION
 Minneapolis, Minn.
 Consignments Solicited. Prompt Returns
 Guaranteed.

Marfield-Griffiths Co.
 GRAIN COMMISSION
 Offices: ———
 MINNEAPOLIS, CHICAGO,
 DULUTH, MILWAUKEE.
 Correspondence Solicited.

E. L. WELCH & CO.
 Minneapolis, Minn.
GRAIN.
 Consignments and Correspondence Solicited.
 Liberal Advances. Prompt Returns.

SHIPPERS
 in the Northwest read this
 page; your "ad" will be
 read too if you place it here

THIS SPACE
 FOR SALE.

ST. LOUIS MERCHANTS EXCHANGE MEMBERS.

SHERRY-BACON GRAIN CO.
 Receivers & Shippers of Grain.
 218 Merchants' Exchange
 ST. LOUIS, - - - MO.

W. C. Goffe, G. S. Carkener, G. C. Martin, Jr.
GOFFE & CARKENER CO.
 Grain Consignments Solicited
 514 Chamber of Commerce, ST. LOUIS

Daniel P. Byrne & Co.
 General Commission Merchants
 Successors to Redmond Cleary Com. Co.
 Established 1854. Incorporated 1857.
Grain, Hay, Millfeed and Seeds
 Chamber of Commerce, ST. LOUIS, MO.

Nanson Commission Co.
 Grain, Hay and Seeds
 202 Chamber of Commerce,
 St. Louis, Mo.

The Value
 of an "ad" is not measured by
 what it costs, but by what it
 pays the advertiser.

Consignments our Specialty
MORTON & CO.
 GRAIN, HAY AND SEEDS
 Rooms 509 and 510 Chamber of Commerce
 ST. LOUIS

KANSAS CITY BOARD OF TRADE MEMBERS.

GEO. A. ADAMS GRAIN COMPANY

Good Milling Wheat Our Specialty

Orders Executed in Fu-
tures on All Exchanges

Board of Trade

KANSAS CITY, MISSOURI

Kay H. Beach. Robinson's Clpher. M.L. Keever

BEACH-KEEVER GRAIN CO.

Try us with consignments of grain.
We also handle options.
344 Board of Trade, Kansas City, Mo.

H. Vanderslice

John H. Lynds

Vanderslice-Lynds Co.

Grain Commission Merchants

Correspondence and consignments solicited
Board of Trade KANSAS CITY, MO.

MORRISON GRAIN CO.

Receivers and Shippers of Grain

Milling Wheat a Specialty

601-602 Exchange Bldg. Kansas City, Mo.

Kimball-Fowler Cereal Co.

CORN AND RYE MILLERS

BREWERS' GOODS AND FEED

615 Board of Trade, Kansas City, Mo.

GOFFE & CARKENER

Kansas City, Mo.

Consignments, Mill
Orders, Futures

Consignments our Specialty

GRIER GRAIN CO.

Receivers and Shippers

Board of Trade Kansas City, Mo.

W. S. Nicholson

M. W. S. Nicholson

W. S. NICHOLSON & CO.

GRAIN

CONSIGNMENTS. OPTION ORDERS.

247 Board of Trade, Kansas City, Mo.

Established 1880 Members Board of Trade

The H. L. STRONG GRAIN Co.

Capital Stock \$25,000 Fully Paid

Commission Merchants

Orders for cash or future grain
promptly executed.

Main Office Board of Trade

KANSAS CITY, MO.

Clark's Decimal Grain Values.

Saves Time, Money and Prevents Errors.

It shows at a glance or with the simplest
addition the cost of any quantity of grain at
any possible market price and reduces
pounds to bushels on the same page.

The values are shown directly from the
pounds without reducing to bushels.

Quantities are shown in red figures, and
values in black. The price being given at
top and bottom of columns on each page.

Reductions to bushels are given in two col-
umns, the larger showing the equivalent of
the full line, or thousands, in the quantity
column; the smaller the hundreds only.

The complete book comprises four sets of
tables as follows:

No. 31. Oat Values 10 to 79 cts. per bushel
and reducing any weight to bushels of 32
pounds Bound in manila. Price, \$2.00.

No. 32. Corn, Rye and Flax Seed Values, 10
cts. to \$1.09 per bushel, and reducing any
weight to bushels of 56 pounds. Bound in
manila. Price, \$2.00.

No. 33. Wheat, Clover, Peas and Potato
Values, 30 cts. to \$1.59 per bushel and reducing
any weight to bushels of 60 pounds. Bound in
manila. Price, \$2.00.

No. 34. Barley and Buckwheat Values, 20
cts. to 1.49 per bushel, and reducing any weight
to bushels of 48 lbs. Bound in manila. Price,
\$2.00.

These tables can be used for Timothy Seed
at 45 pounds per bushel and for Corn in the
Ear at 70, 72, 75 and 80 pounds per bushel.

No. 35. The complete book contains the
four sets of tables, printed on best lined ledger
paper and bound in cloth half leather. Price
\$6.00 per copy.

No. 36. The same as No. 35, but printed on
80-lb. book paper. Price \$5.00 per copy.

For any of the above, address

Grain Dealers Co.,

10 Pacific Ave. Chicago, Ill.

Your Grain.

Ship it to us and thus realize
top prices and prompt returns.
We are equipped to fill orders
for futures, promptly, too, in
either Chicago, Kansas City
or St. Louis markets.

ERNST-DAVIS GRAIN CO.

KANSAS CITY, MO.

Members Kansas City Board of Trade,
Chicago Board of Trade and St. Louis Mer-
chant's Exchange.

MANUFACTURERS

Contemplating establishing plants
in the West should take advantage
of a location on



Chicago & North-Western Ry.

which reaches the famous

WATER POWERS,
COAL FIELDS,
IRON ORE RANGES,
HARD AND SOFT
LUMBER DISTRICTS,
MINING DISTRICTS

of the West and Northwest, and
affords the best means of transpor-
tation to the markets of the world.

FOR FURTHER PARTICULARS APPLY TO

MARVIN HUGHITT, Jr., E. D. BRIGHAM,
Freight Traffic Manager, Gen'l Freight Agent,
CHICAGO.

NW513

Quotation Record

(FORM 97)

is sheets of bond paper ruled to facilitate
keeping a daily record of the market prices
of options on 'Change. Each sheet or chart
is headed "Board of Trade Quotations for
the Week Commencing Monday—, 19—." Each
sheet has twelve columns provided for
different options, four for Wheat, four for
Corn and four for Oats; also spaces for the
market on each at 9:30, 10, 11 and 12 o'clock
and the close, as well as the closing price the
previous week.

As a handy reference record of market
prices it has no equal. Each sheet is 9 1/4 x 9 3/4
inches and has spaces for one week's record.
The sheets are put up in blocks of sixty—a
year's supply and sold for 75 cents by the

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Clark's Car Register

Shows at a glance where to look for the record of any car
of grain. It is made of heavy ledger paper, is well bound
and indexed. Size 11 x 14 1/2 in.

No. 40. Contains spaces for 9000 cars	-	-	\$1.50
No. 42. " " " 17000 " " "	-	-	2.50

GRAIN DEALERS JOURNAL

255 LA SALLE STREET

CHICAGO, ILL.

RECEIVERS, SHIPPERS AND BROKERS.

INDIANAPOLIS, IND.

**Yellow or White
MILLING CORN**

FOR QUICK SHIPMENT

H. E. KINNEY, Indianapolis

BOSTON, MASS.

Established 1882 Incorporated 1904

A. P. ALDRICH & SONSGrain, Hay, Flour,
Oats a Specialty.

Correspondence Solicited

201 Chamber of Commerce, Boston, Mass

BATTLE CREEK, MICH.

McLane, Swift & Co.Buyers of Wheat, Corn, Natural
and Clipped Oats, Choice Rye.

Write for bids—your track.

Grain Elevators on Grand Trunk Railway
BATTLE CREEK, MICH.

LE MARS, IOWA.

Grain and Hay For SaleI want Eastern and Southern trade
to write or wire for prices on Oats,
Corn, Barley and Timothy Hay.

J. J. GEHLEN, Le Mars, Iowa

MIDDLETOWN, N. Y.

R. R. CORDNER

Middletown, N. Y.

Sells on brokerage or commission, Grain,
Feed, Hay, Straw or Potatoes in car lots or
will purchase same. Agency wanted for a
first class hard Spring Wheat Patent Flour.

Refer to Merchants National Bank

CLEVELAND, O.

THE UNION ELEVATOR CO.

Buyers and Shippers of

Corn, Oats, Wheat, Hay & Straw
CLEVELAND, O.

We are in the market at all times for "off grades" of grain

WINNIPEG, MAN.



CAIRO, ILL.

H. L. Halliday Milling Co.WHEAT, CORN AND OATS,
CAIRO, ILL.

Elevator Capacity 500,000 Bushels.

Redman, Magee & Co.**GRAIN**

DELTA ELEVATOR, CAIRO, ILL.

EVANSVILLE, IND.

W. H. SMALL & CO.

RECEIVERS AND SHIPPERS

GRAIN, SEEDS AND HAY

Office, 7 and 9 Upper 1st Street.

EVANSVILLE, IND.

Warehouses and Elevators:
Belt R. R., cor. Penna. and Bellevue Streets

NASHVILLE, TENN.

Established 1876

MILLER & CO.**HAY, GRAIN & COMMISSION**

Nashville, Tenn.

Consignments Solicited

NEWVILLE, PA.

FICKES GRAIN & FEED CO.TRACK BUYERS OF
CAR LOTS ONLY

Get our bids on Wheat, Corn, Oats, Seeds and Hay

TERMS: Cash on receipt of goods

Shipping over any road.

NEWVILLE, PA.

GOSHEN, IND.

**Ear Corn, Oats, Buckwheat,
Hay & Straw Wanted**We make track bids. Let us hear from
you and we will quote you regularly

JOHNSON & SON, GOSHEN, IND.

**Robinson's Telegraphic
Cipher Code (Revised)**Is more extensively used by Grain
and Provision Dealers and Millers

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

GRAIN DEALERS COMPANY

255 La Salle St.

CHICAGO, ILL.

GREENVILLE, O.

E. A. GRUBBS GRAIN CO.

GREENVILLE, O.

Grain, Hay, Straw.Correspondence wanted with members of
National Grain Dealers Association who
ship East Union Line via Indianapolis, Ind.

PORTLAND, ME.

EDWARD P. MERRILL,**Grain Broker,**

PORTLAND, ME.

FREMONT, NEB.

NYE SCHNEIDER FOWLER CO.

GRAIN DEALERS

Corn for Feeders. Milling wheat a specialty,
both winter and spring. Write for samples
and prices. Shipment via C. & N. W. R. R.

GENERAL OFFICES:

FREMONT, NEB.

If You Wantregular country shippers to
become familiar with your firm
name, place your "ad" here.**Clark's DOUBLE
INDEXED
Car Register**

Is designed to afford ready reference to the entry or record of any car number. Its facing pages are ruled into five columns, those on the left hand page being numbered 0, 1, 2, 3 and 4; while columns on the right hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So in looking for, say 9846, we know it is on the page indexed 6, and in the column headed 4, and is quickest found by looking down the blue line for the third figure or 8. The instances in which these three figures appear in this combination will be so few that the required number can always be instantly found if properly entered.

The book is made of heavy ledger paper and well bound in half Russia. Size, 11x14½ inches.

No. 40 contains 36 pages, with spaces for registering 9,000 cars.
Price, \$1.50.

No. 42 contains 68 pages, with spaces for registering 17,000 cars.
Price, \$2.50.

GRAIN DEALERS COMPANY.

255 LA SALLE ST., CHICAGO.

Wagon Load Grain Tables

Tenth Edition.

Clark's Grain Tables for reducing wagon load weights to bushels are designed to facilitate the work of country grain buyers in reducing pounds to bushels, and in checking such reductions, as well as to prevent and detect errors in work of this character.

It contains sixteen grain tables and a freight table all printed from heavy faced type in two colors. Each grain table gives reductions from 100 to 4,090 pounds, is complete on one page, and so arranged as to show the number of bushels and the fractions in any weight on ten pound breaks.

The tables show the following reductions: Oats at 32 lbs., 33 lbs., and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 43 lbs. Barley at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2, 3 and 5 lbs. dockage. Ear Corn at 70 lbs., 72 lbs., 75 lbs., and 80 lbs. per bu.

These tables are well printed on book paper and bound in strong covers. Price, 50c

Grain Dealers Journal

255 La Salle St.,

Chicago, Ill.

K. C. Mfg. & Supply Co.

427-429-431 W. 5th, KANSAS CITY, MO.

We carry complete equipments for

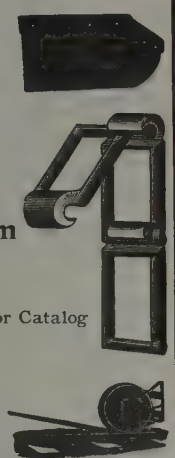
GRAIN ELEVATORS

Including

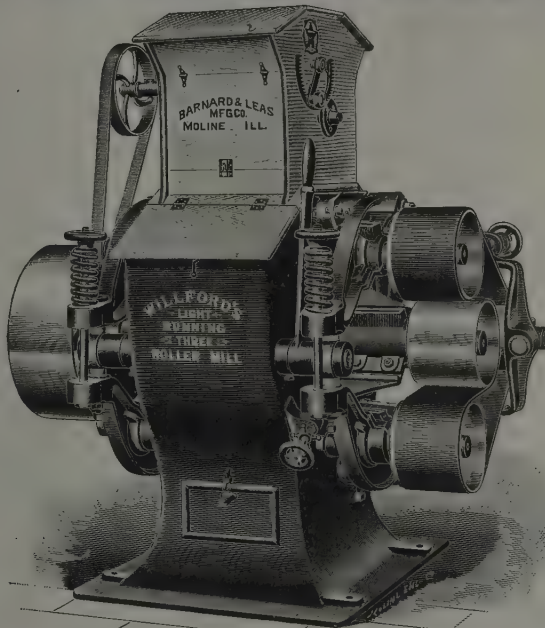
Gasoline Engines, Steam Engines and Boilers

Prompt Shipments

Send for Catalog



Barnard & Leas Mfg. Co.



WILLFORD THREE ROLLER FEED MILL

Light Running, Strong and Durable,
Easy to Operate, Has Large Capacity
and is always Reliable

Where medium fine grinding with
large capacity is desired, this
machine will meet all requirements

We also make Barnard's One, Two and
Three Pair High Feed Mills and furnish
everything needed in elevator supplies

SEND FOR LATEST CIRCULAR

MOLINE

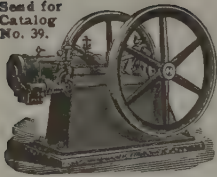


ILLINOIS

The GRAIN DEALERS JOURNAL

POWER FOR GRAIN ELEVATORS.

Send for
Catalog
No. 39.



COLUMBUS ENGINE

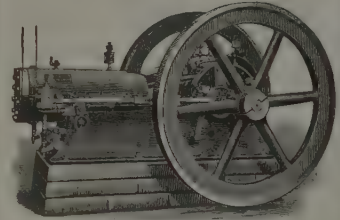
Columbus
Machine Co
COLUMBUS, O.

THE PRACTICAL GAS ENGINEER

(3rd Edition)

If you operate a gasoline engine you need this book for it tells about the operation and care of one. Written by a man of practical experience. Contains 140 pages neatly bound in cloth. Price \$1.00.

GRAIN DEALERS JOURNAL
255 La Salle St., Chicago.

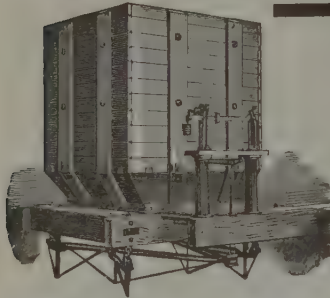


THE FOOS

has the
Wipe Spark Igniter
Centerline Counter Balancing
Vertical Valves
and all the other points which 18
years experience prove necessary.

THE FOOS GAS ENGINE CO.
SPRINGFIELD, OHIO

Get Catalog No. 20



You ought to use Fairbanks Scales and Fairbanks-Morse Gasoline Engines, for the same reason that they were given the Highest Award at the Louisiana Purchase Exposition, St. Louis, 1904. THEY ARE THE BEST.

Send for descriptive catalogue No. 550

FAIRBANKS-MORSE & CO.

Chicago, Ill.
St. Louis, Mo.
Omaha, Neb.
San Francisco, Cal.
Cincinnati, Ohio
Louisville, Ky.
Denver, Colo.
Detroit, Mich.

St. Paul, Minn.
Minneapolis, Minn.
Portland, Ore.
Cleveland, Ohio
Indianapolis, Ind.
Kansas City, Mo.
Salt Lake City, Utah
Los Angeles, Cal.



Vest Pocket Grain Tables

reduce any number of pounds from
10 to 100,000 to bushels. For all
kinds of grain. Size 2 1/4 x 8 1/2 in.
Printed in 2 colors. Price 50 Cents.

GRAIN DEALERS JOURNAL
CHICAGO, ILL.

The Gas Engine Handbook

(Second Edition)

By E. W. ROBERTS, M. E.

A Pocket Manual of Useful Information for
Operators of Gas and Gasoline Engines

It tells how to start and stop. Care of the engine. Gas engine troubles, where to look for the cause of the trouble, and the remedies which apply. How gasoline engines differ from gas engines. How to handle a gasoline engine and special rules for its care. All about the igniters, valve mechanisms, governors and devices for starting large engines, etc.

This book is equally valuable for the designer and engineer. It covers all points thoroughly, and a draughtsman by following the rules and formulas laid down can design without difficulty a perfect engine.

The book is 3 1/4 x 5 1/4 inches, contains 240 pages of descriptive and illustrated matter and is well bound in cloth. Price \$1.50.

FOR SALE BY

GRAIN DEALERS COMPANY
255 LaSalle St., CHICAGO, ILL.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

The Gas and Gasoline Engine and Its Age

Is a practical hand-book of questions and answers on difficult problems, which may arise in the care and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It is well bound in cloth covers, printed on book paper and of convenient size. Profusely illustrated. Price, \$1.00.

GRAIN DEALERS JOURNAL,

255 La Salle St., Chicago, ILL.

The Atlas Car-Mover

Manufactured exclusively by

The Appleton Car-Mover Co.
Appleton, Wis., U. S. A.

Is decidedly the best, and most powerful Car-Mover on the market, and supersedes all others wherever introduced. Try an "ATLAS." It Will Pay for Itself in a Few Hours' Use



FIRE PROTECTION

The Solvay Process Co.'s CALCIUM CHLORIDE is the best; its freezing point being 54° below Zero Fahr. It makes the best Water Jacket solution for Gasoline Engines.

CARBONDALE CHEMICAL CO.

There is none better than that afforded by well filled fire buckets. The use of CALCIUM CHLORIDE SOLUTION in place of SALT BRINE, has these advantages:

It does not evaporate.
It does not become foul.
It has no effect upon iron.
It does not freeze at low temperatures.
It is endorsed by insurance underwriters.

739 Unity Building, CHICAGO, ILL.

A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.



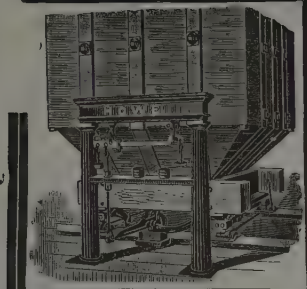
SPEND ONE CENT

for a postal and write us at once for description and prices of the best grain bags on the market. The bags that never disappoint.

MILWAUKEE BAG CO., Milwaukee, Wis.



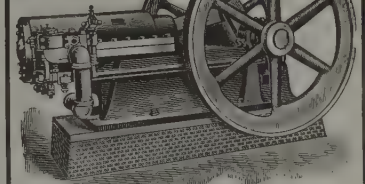
HOWE SCALES ENGINES THE WORLDS BEST



Power
and
Weight

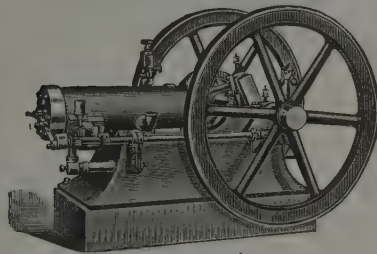
ESTIMATES FURNISHED PROMPTLY
BORDEN & SELLECK CO
CHICAGO
ST. LOUIS MINNEAPOLIS KANSAS CITY CLEVELAND

"NEW ERA" GAS ENGINES



For Gas or Gasoline. Sizes 6 to 100 H. P.
THE NEW ERA GAS ENGINE CO.
86 Dale Avenue, DAYTON, OHIO, U. S. A.

CALLAHAN GASOLINE ENGINES



Grain Elevator Machinery and Supplies

C. D. Holbrook & Co.

MINNEAPOLIS, : : MINN.

OTTO ENGINES

It is not what we say

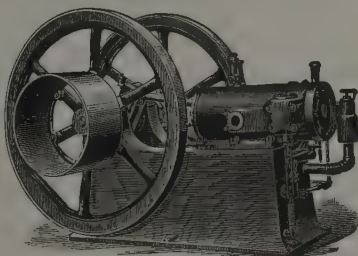
about our engine but what our 13,000 users say, that establishes the reputation of the "Otto." There is no house in existence that has received more warm, hearty and sincere testimonials than the "Otto" can show. They come from people of all degrees of prominence and from every line of work. A perusal of them would convince the most skeptical—the keynote of them all is satisfaction and we can satisfy you be you ever so exacting. Tell us your needs.



OTTO GAS ENGINE WORKS, Phila., Pa.
STANDARD OF THE WORLD

J. Thompson & Sons Manufacturing Co.

—Established 1860—



LEWIS ENGINES—Throttling Governor
THOMPSON ENGINES—Hit and Miss Type
THOMPSON AUTOMATIC—Sizes, 4 H. P. to 250 H. P.
GAS PRODUCERS—Sizes, 50 H. P. to 250 H. P.

Write us for full information.

BELOIT - - WISCONSIN

GAS ENGINE BOOKS

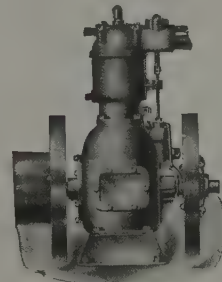
Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.
THE PRACTICAL GAS ENGINEER, by E. W. Longenecker, M. D., Price, \$1.00.
THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price, \$1.00.
THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price, \$1.50.
GAS ENGINE TROUBLES AND REMEDIES, by Albert Strittmatter, Price, \$1.00.
PLAIN GAS ENGINE SENSE, by E. L. Osborne, Price, 50 cents.
For any of the above address, GRAIN DEALERS JOURNAL, 256 La Salle St., Chicago

The Marinette Special

Gas and Gasoline Engine

is adapted to any kind of power service.

Simple
Economical
Reliable



Saves
Time and
Money

A Recommendation

Mr. W. M. Bartlett, Des Moines, Iowa. Shickley, Neb., Aug. 5, 1905.
Dear Sir: Your letter at hand and contents noted with care. We are using an eight-horse Marinette engine in the elevator here and I am glad to say it is giving entire satisfaction in every respect. It has the most power of any eight-horse power engine I ever saw, and uses less gasoline. I can elevate into the car 1500 bushels of wheat with one gallon of gasoline.
The engine was put in use here last December and has not given me one minute trouble up to date, and it is so simple and easy to run, I don't think I will ever have any trouble.
Yours truly,
CLINT SMITH, Agt. Uddike Grain Co.

Maybe catalog "D" will tell you something about gas engines that you never knew before.

MARINETTE GAS ENGINE CO.
CHICAGO HEIGHTS, ILL.

Agents in Principal Cities.

SCALES FOR GRAIN ELEVATORS.

THIS SCALE

Automatically fills, weighs, counts the bags and shifts cut-off valves. Operator supplies empty bags. Shipped on trial, subject to your approval.

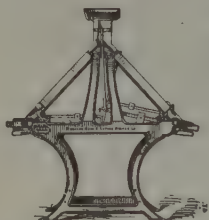
They are: Simple, because they are not complicated or intricate. Cheap, because they are simple. Durable, because they are built that way. Fast, because the flow of material is never checked. Accurate, because they are adjusted, balanced and graduated with U. S. Standard Test Weights.

They are: Simple, cheap, durable, fast and accurate, because we guarantee them, and they must be that way.

For literature address

THE AUTOMATIC SCALE CO., Ltd.

Minden, Louisiana.



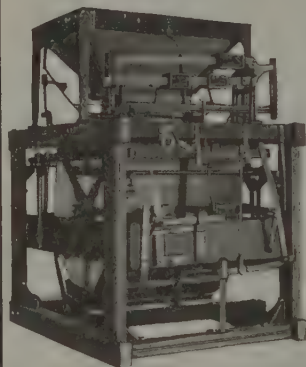
AUTOMATIC SCALES

For weighing grain into cars, bins or sacks.

Guaranteed to be accurate, reliable and durable. Sold on approval. Prices reasonable. Write for particulars.

McLEOD BROS.

MARIETTA - - KANSAS



Cut Out Your Losses!

Never be in doubt about returns. You can depend on the

Richardson Automatic Scales



To keep an accurate record of your entire business.

RICHARDSON SCALE CO.

17, 19 Park Row Bldg.
NEW YORK

THIS IS THE CHAIN FEEDER

which will outwear and carry more grain without mixing or wasting than any other on the market. With it and the U. S. CORN SHELLER you have the **BEST** Shelling Outfit.



NO. 26-77
B. S. C.
Chain

Write for our Catalogue and Special Prices for 1906

B. S. CONSTANT CO. - Bloomington, Ill.

Grain Register No. 12 AA

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

FOR SALE BY

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.

Sales, Shipments and Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16½ inches, used double. The left-hand pages are ruled for information regarding **SALES** and **SHIPMENTS**; the right-hand pages for **RETURNS**. Under **SALES** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **SHIPMENTS** are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under **RETURNS** are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.

GRAIN ELEVATOR BUILDERS.

N. A. GRABILL
Contractor and Builder of
Grain Elevators
Plans and estimates furnished quickly
DALEVILLE, IND.

T. E. IBBERSON
Designer and Builder of
GRAIN ELEVATORS
310 Corn Exchange, Minneapolis

P. H. Pelkey

**ELEVATOR
CONTRACTOR**

Full supply of elevator
and mill supplies, and
scales in stock at

WICHITA, KANSAS
118 S. LAWRENCE AVE.

CORRESPONDENCE SOLICITED

Hagerty Brothers

ELEVATOR MACHINERY AND SUPPLIES
LEATHER AND RUBBER BELTING
COLUMBUS GASOLINE ENGINES

PEORIA, - ILLINOIS

WHAT YOU WANT

is an elevator that saves labor and expense.
Write me for plans and prices. I build and
remodel grain elevators.

R. M. VAN NESS, Fairbury, Neb.

SAM'L OLSON NIELS OLSON TOLLEF J. ENGH

OLSON, ENGH & CO.

ENGINEERS AND CONTRACTORS

**Grain Elevators and
Power Transmission**

160-162 N. Sangamon St., CHICAGO

Phone Monroe 1614

T. F. COSTELLO

LEONARD WEST

T. F. COSTELLO & CO.

CONTRACTORS & BUILDERS OF

**Grain Elevators
AND
Warehouses**

Plans and Specifications Furnished. Call
on or write to

412 S. Third St., Minneapolis, Minn.

OTTO LEHRACK & CO.
ELEVATOR BUILDERS
507 Baird Bldg., Kansas City, Mo.



Exclusive
Western
Agents
of the

McVicker
Gasoline
Engine


Simplest
and least
troublesome
engine
made

Barnard & Leas Mfg. Co.

Designers and Builders of
**Elevators in Wood
Steel and Concrete**

Plans and Specifications for
Elevators of all kinds and
Capacities Furnished.
Write for further particulars.

Moline, Illinois



**MODERN
GRAIN
ELEVATORS**

Any Style and Capacity
Designed and Built by

L. O. HICKOK

MINNEAPOLIS,

226 Flour Exchange, MINN.

Want an Elevator?

Then consult the "Elevators
for Sale" columns in this issue
of the Grain Dealers Journal.

The GRAIN DEALERS JOURNAL

GRAIN ELEVATOR BUILDERS.

Guess we **HAVE** convinced the trade there is but **ONE** "YOUNGLOVE" that builds **ELEVATORS**. If you misplace our address, "YOUNGLOVE" will reach us:

ELEVATORS--MILLS

Offices: Rooms 407-9 Commercial Bank Bldg.,
Mason City Iowa. Lock Box 478

Offices: Room 305, No. 13 North Fourth St.,
Minneapolis, Minn.

DUPLICATING SCALE TICKET BOOK

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

Grain Dealers Journal,

255 La Salle Street - - - Chicago, Ill.

Architect and Engineer of Grain Elevators

of any size, style or capacity to suit any location, anywhere. I build of combination materials as desired. Have a special feature in concrete re-inforced storage. If you intend to remodel your present plant or build a new one, get in communication with me at once.

Correspondence Solicited—Satisfaction Guaranteed
Local and Long Distance Telephone
Harrison 667.

FRED FRIEDLINE
503 Traders Building
CHICAGO

STEEL

Twenty Million

Bushels Capacity
of Our Construc-
tion now in use.

WRITE FOR ESTIMATES

STEEL STORAGE AND
ELEVATOR CONSTRUCTION CO.

BUFFALO, N. Y.

STORAGE

Complete Grain Elevators and Flour Milling Plants

Designed, erected and equipped ready for operation. PLANS drawn to suit any location and ESTIMATES SUBMITTED. Elevators built in either steel, wood or combination materials.

Steel Fire Proof Elevators a Specialty

Write for my late Illustrated Catalog on Grain Elevators. It will interest you.

CORRESPONDENCE SOLICITED

R. C. STONE
ARCHITECT
AND MECHANICAL ENGINEER
SPRINGFIELD, Mo.

GRAIN ELEVATOR BUILDERS.

SQUARE BIN FIRE PROOF ELEVATORS

A SPECIALTY.

BRICK OR TILE.

We also have facilities for building modern country elevators quickly.

G. T. HONSTAIN

518 Corn Exchange
MINNEAPOLIS, MINN.

Macdonald Engineering Co.,

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS

Monadnock Bldg. CHICAGO, ILL.

John S. Metcalf Co.

ELEVATOR BUILDERS

623 THE TEMPLE

Plans and Specifications a Specialty. CHICAGO

My Aim

IS TO BUILD

GRAIN ELEVATORS

which are right up-to-date
in every particular

M. J. TRAVIS, Wichita, Kansas

B

BURRELL ENGINEERING & CONSTRUCTION CO.

DESIGNERS AND BUILDERS OF

GRAIN ELEVATORS--ANY STYLE OR CAPACITY

263-265 LA SALLE ST. - - - CHICAGO, ILL.

B

FIREPROOF GRAIN ELEVATORS

Designed and erected in any
part of the country. Write
for sketches and estimates.

WITHERSPOON-ENGLAR CO., Monadnock Block, Chicago

JAMES STEWART & CO.

Contractors

Designers and builders of Grain Elevators in all parts of the world

Steel, Brick, Wood, Concrete, Tile

GRAIN ELEVATOR DEPARTMENT

1811 FISHER BUILDING CHICAGO

W. R. SINKS, Mgr.

R. H. FOLWELL, Engr.

We also do General Contracting and have offices
in the following cities.

Write or call on any of them

CHICAGO, ILL.

1811 Fisher Bldg.

NEW YORK

130-137 Broadway

PITTSBURGH, PA.

Westinghouse Bldg.

ST. LOUIS, MO.

Lincoln Trust Bldg.

NEW ORLEANS, LA.

Hibernia Bank Bldg.

LONDON, ENGLAND

Savoy Hotel



RECENTLY completed for the Lake Shore
and Michigan Southern Railway Co.
at Indiana Harbor, Ind. ↳ ↳ ↳

BY

The Barnett & Record Co.

GENERAL CONTRACTORS

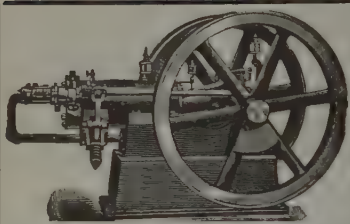
Minneapolis,

: : : :

Minnesota

The GRAIN DEALERS JOURNAL

GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF
Elevating, Conveying and Power
Transmitting Machinery.
Complete Equipments for Grain
Elevators a Specialty.

York Foundry and Engine Works

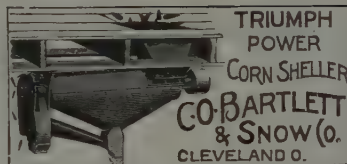
Warehouse: OMAHA, NEBR.
Office and Works: YORK, NEBR.

We Are Large Manufacturers of
Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., Chicago, Ill.



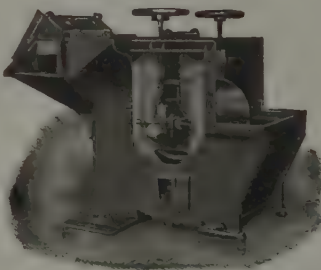
TRIUMPH
POWER
CORN SHELLER
CO. BARTLETT
& SNOW CO.
CLEVELAND O.

Do You Want

The grain trade news? Then subscribe for the GRAIN DEALERS JOURNAL. Twice each month for \$1.00 per year.

Drive

Your business. Hitch up with an ad. in the Grain Dealers Journal. You will then have a pleasant and profitable ride.



If the HALL NON-CHOKABLE BOOT will not save you money, make you money, run with all cups heaping full (doubling the ordinary practice) without a choke, and without attention while running, we will pay freight both ways.

Can you afford to use any other? That's the only question, and we will send one to you on trial guaranteeing all herein said and much more. Send for Catalogue "D".

Hall Distributor Co.

222 First National Bank Bldg.,

Omaha, Neb.

If you want anything for your elevator and do not know where to find it, write us.

Automatic Rotary Car Loader

Easily handled by one man—Sets just inside grain door and discharges diagonally to center of end of car at roof.



PAT. 1890, FEB. 21

SENT ON TRIAL

MARTIN & HILL, Doosman, Wis., say, October 2nd, 1905: "Car Loader shipped September 2nd, 1905, does its work well and has paid for itself in improvement in grain."

Loads both end car at same time. — Uses least power.

Price \$55.00 Complete

GET OUR CATALOG

SKILLIN & RICHARDS MFG. CO.
CHICAGO, ILL.

Everything for your Elevator.

COMPLETE EQUIPPERS OF GRAIN ELEVATORS

Modern Grain Elevator Machinery

ELEVATOR BOOTS

ELEVATOR BUCKETS

TURN HEADS

POWER SHOVELS

BELT CONVEYORS

CAR PULLERS

INDICATOR STANDS

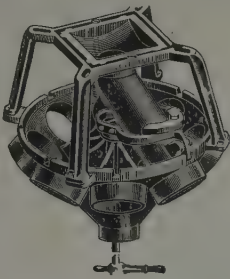
LINK BELTING

FLEXIBLE LOADING SPOUTS

In fact everything for the Complete Equipment of Country and Terminal Elevators. Our Catalog Sent Promptly on Request.

The Midland Machinery Co.
MINNEAPOLIS, MINN.

GRAIN ELEVATOR SUPPLIES.



The Hall Signaling Distributor Non-Mixing

The capacity of your elevator for doing work is controlled entirely by the class of machinery used. Any device that causes trouble when in operation, reduces the earnings just the length of time it takes to remedy it—an hour, two, or a day—as the case may be, to say nothing of the damage and expense for repairs. The Hall Signaling Distributor insures the full working capacity of your plant, ALL THE TIME, and pays for itself over and over, by eliminating the possibility of delays damage, wasting and mixing grain.

Sent on Trial. Send for Booklet.

HALL DISTRIBUTOR CO.

Room 222, First Nat'l Bank Bldg.
OMAHA, NEB.

If There's

anybody else as well prepared as we, to furnish what you need in

MILL SUPPLIES

we have yet to hear of 'em. In our immense sales and warerooms we carry full stocks of every sort of dependable appliance and device for flour mill use and we have an established reputation for always giving Best Quality and Fairest Prices.

We also show full lines of elevator supplies, and manufacture the Northway Feed Mill which is the most efficient and satisfactory mill there is—without a single exception.

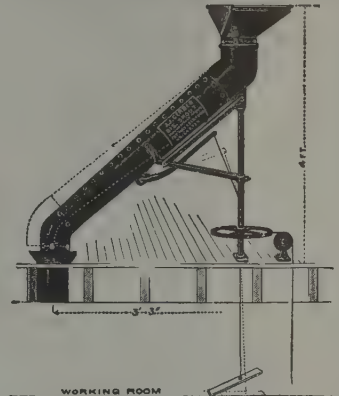
Send your orders to us and you'll get fuller returns of value and satisfaction than ever before.

STRONG & NORTHWAY MFG. CO.

N. W. Agents for Invincible
Grain Cleaning Machinery.
Minneapolis, Minn.

Order the No. 2

Gerber Improved Distributing Spout

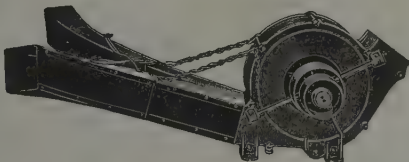


And be convinced that it is the best spout you can secure for your elevator. We make a specialty of mill and elevator spouting.

FOR PARTICULARS WRITE

J. J. GERBER,
MINNEAPOLIS, MINN.

POWER CAR LOADERS FOR ELEVATORS.



No Equal

Sadorus, Ill., April 12, 1905.
Maroa Mfg. Co., Maroa, Ill.

Dear Sirs:—I have used the "shove ins" and the "shove outs" and the one end loaders, but will say for the Boss loader made at Maroa, Ill., I don't believe it has its equal among loaders. It is simple, strong, and has nothing but the Boss.

SUFFERN, HUNT & Co., per J. H. Rankin, Agent.

durable and lasting. Throwing prejudice aside I would have nothing but the Boss. Yours truly,

MAROA MFG. CO., Maroa, Ill.

Corn and Oat Tables

On Cards

Clark's Tables for wagon loads reduce any number of pounds of shelled corn, rye, flaxseed, ear corn and oats up to 4,000 pounds to bushels of 56, 70, 72, 75, 80 and 32, 33 and 35 pounds. Printed in two colors, on heavy bristol board. Can be hung up beside scale beam for use by weighman. Price, delivered, 50 cents.

Grain Dealers Co.

255 La Salle Street, - Chicago, Ill.

TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4½x8½ inches, 110 pages.

Price \$1.00

GRAIN DEALERS COMPANY
255 LaSalle St. Chicago, Ill.

The Western Air Blast Grain Loader

Loads, cleans and cools all at the same time. Latest and best, less power, perfect service. No more cracked corn, cleaner and better grain. After spending about two years in studying this problem we have found the proper principle for loading grain into cars and have perfected a machine which applies the principle of loading grain by air pressure, perfectly. We now have a number of these machines in operation.

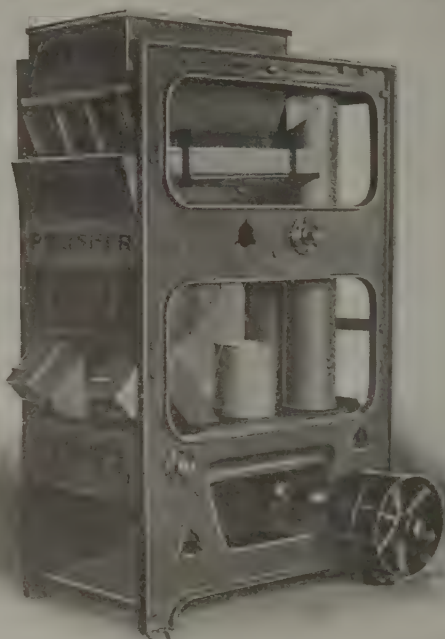
Write us for descriptive catalogue and testimonials, prices, etc.

PROGRESSIVE MFG. CO.

:: ::

PANA, ILL.

THE OXFORD BEAN POLISHER



Bean dealers everywhere will be greatly interested in the Polisher shown in the accompanying cut. Its use, as the name implies, is for polishing up beans that for any reason may be off color. Beans raised on clay land become stained if rain falls on them after they commence to ripen and before they are harvested. If such beans are run through the Polisher they come forth perfectly clean and white with skin beautifully polished. Threshing dust also adheres to beans, and, if they remain in the bin any length of time it gives them a dull dirty appearance and lowers the grade. This machine removes all such dust. Also, all beans that are musty or mouldy are left perfectly clean with skins white and brilliant. It is unnecessary to explain to an experienced bean dealer the advantage of having such a machine. Bad lots of beans may have their value increased from 10 to 75 cents per bu. An Oxford Polisher will often pay for itself in a single season. Write us for full particulars and catalogue. Manufactured and sold exclusively by

A. T. Ferrell & Co.

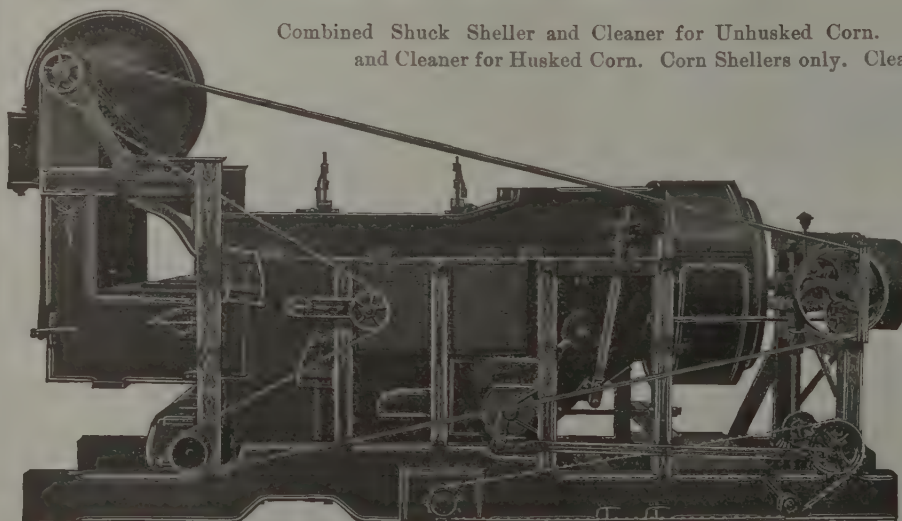
Saginaw, W. S. Mich.

NEW PROCESS
DUSTLESS CYLINDER

Corn Shellers and Cleaners

FOR ELEVATOR, WAREHOUSE OR MILL

Combined Shuck Sheller and Cleaner for Unhusked Corn. Combined Sheller and Cleaner for Husked Corn. Corn Shellers only. Cleaners only.



Favored by Insurance Companies because husks are carried out of building.

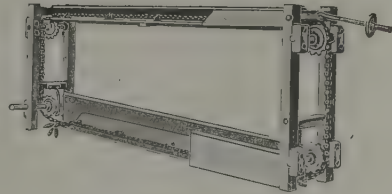
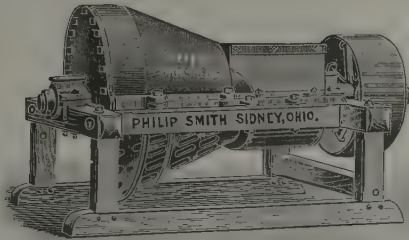
The New Process Combined Shuck Sheller and Cleaner shown here is the only machine that can be fitted for either Husked Corn of Northern States or the Unhusked Corn of Southern States.

**CLEAN CORN
CLEAN COBS
CLEAN HUSKS**

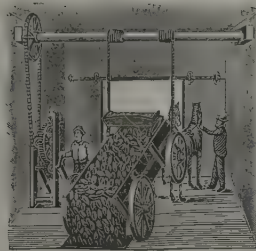
Send for our Catalog of EVERYTHING used in an ELEVATOR, WAREHOUSE or MILL

MARSEILLES MFG. CO., Marseilles, Ill.

Grain and Power are Wasted

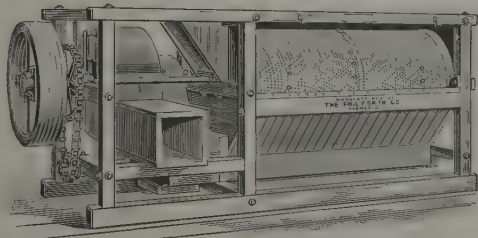


Cost of Handling is
Greatly Increased and



Profits Minimized
Through the Use of

Old and Out of Date Machinery



When you need Up-to-date Grain Elevator Supplies
or Machinery, write

THE PHILIP SMITH COMPANY

SIDNEY, OHIO

ELEVATORS FOR SALE.

UP-TO-DATE eltrs. in corn and oats belt cheap. W. A. Thompson, Attica, Ind.

ELEVATOR FOR SALE at Carlos City, Ind. Address H. A. Gaddis, Modoc, Ind.

FOR SALE—A line of six elevators in Western Ohio. Address Aaron Smick, Decatur, Ill.

NEW ELEVATOR for sale, double dump, 20,000 bushels capacity; good grain country. F. D. Goodwin, Genoa, Neb.

IF YOU ARE in want of a good elevator, cheap, doing a good business in all lines, call on J. F. Cartwright Co., Davison, Mich.

FOR SALE—The best paying small elevator with hay, potato and fruit business in Michigan. Address Ling, Box 12 Grain Dealers Journal, Chicago, Ill.

GRAIN LUMBER and coal business for sale. Elevator 20,000 bushels capacity and \$5,000 stock of lumber; all doing good business. Inquire of owner, F. B. Reese, Roswell, S. D.

FOR SALE—One half interest in a grain and live stock business in central Nebraska; 15,000 bushel elevator. A good paying business. Address C. M., Box 2, Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA ELEVATOR for sale, capacity 20,000 bushels, doing good business. Price right. Good reason for selling. Address South Dakota, Box 10, Grain Dealers Journal, Chicago, Ill.

FOR SALE—In northwestern Iowa, 35,000 bushel elevator and coal business. House will handle 100,000 bushels; coal 700 to 800 tons. Address A. H., Box 2, Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR in northern Illinois on I. C. Ry., for sale. Has averaged over 265,000 bushels annually for last six years. No competition. A snap. Address J. H. Eversole, Sublette, Ill.

THE IRON CLAD grain elevator of the Spring Valley Elevator Co., located at Spring Valley, Ill., capacity 25,000 bushels, 25 h. p. boiler, 15 h. p. Frost engine, track and wagon scales, will be sold on the premises to the highest bidder, Saturday, February 17th 1906 2 p. m. Address A. Reinhardt, Spring Valley, Ill.

THE MABBATT ELEVATOR for sale on C. & A. R. R. in Chicago; 1,300,000 bushels capacity in two connecting buildings. Can be operated separately or together. Thoroughly equipped for cleaning and handling all kinds of grain. Track room for 200 cars. Terms to suit. Address Geo. A. Seaverns, Jr., owner, 105 Washington St., Chicago, Ill.

COUNTRY ELEVATORS for sale. On account of the recent death of Mr. R. G. Risser, his line of ten grain elevators and the large transfer and storage elevator at Kankakee will be offered for sale. The elevators are all located at good country points and are good money makers. It will pay to investigate. Address Mrs. R. G. Risser, Kankakee, Ill.

ELEVATORS FOR SALE.

ELEVATOR Bargains from \$2,000 to \$15,000. All worth the money. Address J. M. Maguire, Campus, Ill.

GRAIN ELEVATOR for sale. It is a money-maker all the year around. Address B. T. Craig, Shreve, Ohio.

FOR SALE—A line of ten elevators in Oklahoma or will trade for farm land. Address Aaron Smick, Decatur, Ill.

ELEVATORS FOR SALE in the corn belt of Illinois and Indiana. Bargains if taken at once. Address James M. Maguire, Campus, Illinois.

FOR SALE—A new and up-to-date elevator. Big station, one of the best in western Minnesota. Address Ill. Box 2, Grain Dealers Journal, Chicago, Ill.

FOR SALE, rent or exchange—Good mill and elevator located in a fine wheat and grain country. Favorable terms. Address Real, Box 1, Grain Dealers Journal, Chicago, Ill.

NORTHERN Ind. elevator in prime condition; two stands of eltrs, electric power on L. S. & M. S. Only elevator in town, for sale at a bargain. Address 612 Monroe St., La Porte, Ind.

FOR SALE—Line of 18 elevators located on various lines of road in good Iowa territory. Will sell those on each road separately if so desired. Prices right. No trades. Address Lock Box 15, Spencer, Iowa.

GRAIN FEED, coal and ice business 80 miles from Kansas City, Mo.; elevator 15,000 bushels capacity; elegant trade in feed, coal and ice; best corn and winter wheat territory. Will sell right for cash or part time; might consider trade for small farm or town property. Address Bargain, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR and coal business for sale; capacity of elevator 10,000 bushels, 25 h. p. gasoline engine; most complete plant in interior Ohio; thoroughly equipped with machinery. No competition. Best reasons for selling. Located at West Cairo, Ohio, on C. H. D. R. R. For further particulars, address Maurer Bros., West Cairo, Ohio.

ELEVATOR FOR SALE—Located in Central Michigan; doing good business in every line; 15,000 bushels capacity; 35 h. p. Olds gasoline engine, Fairbanks scale, corn sheller, cob crusher, big grinder and everything complete and up-to-date. Will make you a deal. Best reasons for selling. Address N., Box 1, Grain Dealers Journal, Chicago, Ill.

IOWA ELEVATOR for sale, 24,000 bushels capacity; equipped with scales, and dump; 6 h. p. gasoline engine; everything in good shape; handles 200,000 to 240,000 bushels a year. Also coal house that will hold 300 tons, salt house holds 1½ cars; have a good stock business; also new 10 room residence; hot and cold water, furnace heat, barn and other buildings and 3 lots. All for \$7,500 if taken by March 1st '06. This is a snap for one who wants a good paying business. Address B. F. Muldown, Toeterville, Iowa.

ELEVATORS FOR SALE.

FOR SALE—A line of twenty elevators in Northern Iowa. Easy payments. Address Box 507, Mason City, Iowa.

FOR SALE or will trade for Iowa land, a good grain and coal business located in central Iowa. Possession at once if wanted. Address Mel, Box 1, Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR, coal and lumber yard for sale in one of the best wheat and corn sections of Missouri, located close to St. Louis. Good reasons for selling. Address Rick, Box 2, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Old established grain business less than 100 miles from Chicago; 90,000 bushels capacity; business as well as buildings in first-class condition. Good reasons for selling. Full particulars by addressing Lark, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR AND COAL business in Ohio for sale; new building; well equipped with new and modern machinery; gasoline power; own ground and side track; is a good paying business; good reasons for selling. If you mean business write as it will be sold. Address John, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE—In eastern Illinois near Chicago; capacity 10,000 bushels; handles 125,000 bushels; good condition. New gasoline engine and car loader; also flour and feed business, 100 barrels per month; double frame store building, warehouse and 7 room residence; good town, 1,500 population; good reasons for selling. Address Berg, Box 2, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Our elevator property, consisting of two elevators at Lexington, Ill., in good condition and doing a paying business; capacity about 75,000 bushels. Over one million bushels of grain shipped from Lexington in one year. Lexington is a splendid residence town, good churches, excellent schools, electric lights, graveled roads in all directions. We have an offer on this property and will sell to highest bidder by Feb. 1, 1906.

191 acres of farm land near Hopedale in Tazewell Co., known as Phillips Farm. Price \$70 per acre. By improving a little and good farming, this farm will sell for \$100 per acre. The best bargain in central Illinois.

197 acres between Colfax and Cooksville, occupied by John Scholl. This is one of the choicest of McLean County farms and is cheap at the price, \$155.

GROCERY STORE—We have for sale a grocery store in Lexington that is the best proposition in this line that can be bought. Stock and fixtures will invoice about \$1,000. Sales mostly cash, balance 30 days. The location is the best in town and of itself sells the goods. A business of from \$15,000 to \$20,000 per annum. Can be done on a capital of less than \$1,500. This will stand the closest investigation.

The best reasons for disposing of all this property. Address Claggett Bros., Lexington, Ill.

ELEVATORS WANTED.

WANT TO RENT or buy elevator. Address, Box 154, Lesterville, S. D.

WANTED—Elevator in Minn. or No. Ia. in exchange for land in southern Minnesota. Address Box 145, Mapleton, N. D.

ELEVATOR or mill and elevator wanted for good improved Illinois, Missouri or Iowa farm. Address Inde, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED—Will exchange good Eastern Nebraska quarter section land for good elevator in Nebraska or Iowa. Address Ott, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED—in central or western Indiana; must be in good condition with plenty of business. Give full particulars first letter. Address A. B. Cohee & Co., Frankfort, Indiana.

WILL EXCHANGE a high class 160 acres of land in Minnesota for an elevator doing good business in Minnesota, northern Iowa or South Dakota. Address Chill, Box 2, Grain Dealers Journal, Chicago, Ill.

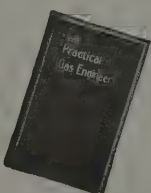
WANT TO LEASE with purchase privilege an elevator in good repair; also actively engaged in handling grain, or will buy or lease ground for erection of elevator. Address W., Box 10, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

FOR SALE—One of the best 200 bbl. flour mills and elevator in middle western Kansas. Best reasons for selling. Address Lock Box 353, Russell, Kans.

FOR SALE—Flour and feed mill in good wheat and corn country; now in operation; original cost \$8,000; will sell for \$3,500, \$1,000 cash, \$1,000 in products of mill and balance \$500 per year. I have other interests which take all my time. I am not a miller; hence will sell cheap. Address G. R. Shultz, Brazil, Ind.

The Practical Gas Engineer



tells you what to do and how to do it when your engine gets out of order. It also tells all about the care and operation of a gas or gasoline engine.

A book written by a man of 12 years' practical experience with hydro-carbon engines. Bound in cloth, Price \$1.00.

Grain Dealers Journal

255 La Salle St.

Chicago, Ill.

SITUATIONS WANTED.

GRAIN MAN of experience wants situation as buyer or manager of station. Address Kansas, Box 1, Grain Dealers Journal, Chicago, Ill.

MANAGEMENT WANTED of elevator doing good business. Would take stock if located in Indiana or Illinois. Address Manager, Box 1, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED—To run grain elevator in the Dakotas or Minnesota; had two years experience can give best of reference. Address C. M. Dale, Browns Valley, Minn.

POSITION WANTED with grain firm as manager and buyer at station or bookkeeper and general office man. Good references. Address Mon, Box 11, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as manager of grain station in either Illinois, Iowa or Indiana. Strictly temperate; best of references. Address Will, Box 1, Grain Dealers Journal, Chicago, Illinois.

SITUATION WANTED—by experienced scale man to travel and repair scales for some Co-Operation; can give best of references. Address Scale Expert, Box 1, Grain Dealers Journal, Chicago, Ill.

BOOKKEEPER—Experienced in grain and implement business wishes position with grain or track-buying firm. Must receive good salary. Might take interest in A-No. 1 business. Address Dick, Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—By grain man of 14 years experience, as manager of country elevator or line of elevators or as superintendent of cleaning elevator; Am experienced in grading and cleaning grain. Married. Good references. Address A, Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as foreman or manager of a country grain station either on commission or salary. I understand both steam and gasoline power; also lumber. A good accountant; a hustler for business; have had 18 years experience in grain and lumber business. Address Al, Box 2, Grain Dealers Journal, Chicago, Ill.

Exporters' Reduction Tables

HINRICH'S EXPORT CALCULATION TABLES gives the equivalent of foreign quotations in American money, and the exact American decimal fraction for the European equivalent. For Grain, Peas and Coke, 120 pages, price.....\$5.00 For Coke, Oil, Flour, Seeds, etc., price \$5.00

BLUM'S REDUCTION TABLES shows the freight charges for any number of pounds of various kinds of grain in pounds, shillings and pence from 1/4d. to 1s. per bu. Also has tables for converting pounds avoirdupois to kilos or vice versa, exchange tables giving equivalents of pounds sterling in francs, marks and florins, and other tables showing 5 per cent. primage and freight cost. Price \$3.00.

Grain Dealers Company

255 La Salle Street, - Chicago, Ill.

HELP WANTED.

COMPETENT GRAIN INSPECTOR wanted. One familiar with terminal market conditions preferred; state age, experience and salary expected. Address C, Box 2, Grain Dealers Journal, Chicago.

MAN WANTED—To take charge of elevator; one that can oversee running machinery and one who understands steam engines; must be good all around man and best of references. D. A. Baker, Butler, Ind.

WANTED—An experienced grain and lumber man to take charge of lumber yard and grain elevator in Minnesota. State experience and salary wanted. Address Yards, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR or mill men wanted—We have on our list several mills and elevators owned by non-residents who want to put them in operation, and we wish to correspond with elevator men, millers, managers, office men and bookkeepers who are interested in a good elevator or milling proposition. Address Iowa Mill Brokers, Independence, Iowa.

PARTNERS WANTED.

PARTNER WANTED—in one of the best feed mill propositions in Illinois. A fine town of 6,500 inhabitants; a fine territory. Would consider proposition on the entire property. Write at once for full information. Address John Kull, Pontiac, Ill.

WANTED—GOOD BUSINESS MAN to buy part of stock of corporation doing thriving retail lumber and grain business. Large territory. Business established ten years. Thirty per cent annual dividends. Buyer must assume part of management and devote his entire time to business. \$10,000 to \$15,000 required. Address Tan, Box 1, Grain Dealers Journal, Chicago.

BRAN WANTED.

BRAN AND MIDDINGS wanted; straight and split cars. We are cash buyers and want to correspond with mills having above products to offer from time to time. Write us, Marietta Brokerage Co., Marietta, Ohio.

GRAIN RECEIVING LEDGER FORM 43

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 42 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired.

The pages are 8 1/4 x 13 3/4 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks. The paper used is heavy linen ledger, bound in heavy cloth half Russia.

Price \$2.00

Grain Dealers Company

255 La Salle Street CHICAGO, ILL.

ENGINES FOR SALE.

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

LIGHTNING GASOLINE ENGINES. Simple and durable 3 to 25 h. p. Hay Press Co., 459 Mill St., Kansas City, Mo.

FOR SALE—5 h. p. steam engine; good repair; automatic governors. Will sell cheap. E. Simpson, Versailles, Ill.

HORIZONTAL GASOLINE ENGINES, new, 2 h. p. \$95; also 2½ h. p. Weber, used 10 days, \$75. H. Pittenger, 22 So. Canal St., Chicago, Ill.

FOR SALE—A Struthers-Wells gas engine with extra valve chest and igniter. Too small for our work. Address Eagle Brass Works, Detroit, Mich.

STEAM ENGINE, 12 x 24, new, drop cut-off valves. Economical.

GAS ENGINE, 15 h. p. Bargain. W. S. McKinney, 204 Dearborn St., Chicago.

FOR SALE—Cheap. White & Middleton 17 h. p. gas engine; guaranteed in good condition; practically new. Porter Battery Co., 195 S. Canal St., Chicago, Ill.

FOR SALE—Slightly used engines of different makes, sizes 2 to 25 h. p. Have all been put in first-class shape and will sell cheap. Address Witte Iron Works Company, 526 West 5th Street, Kansas City, Missouri.

GASOLINE ENGINE—SECOND-HAND 6 H. P. Fairbanks; 10 H. P. Howe; 2-4 ½ H. P.; Steam 2 to 200 H. P.; write us your needs. We BUY and SELL EVERYTHING. Harris Mch. Co., Minneapolis, Minn.

2ND HAND ENGINES for sale. One 5 h. p. Fairbanks; two 8, one 10, and one 16 h. p. Otto; one 10 h. p. Columbus; one 25 h. p. and one 30 h. p. Webster; 18 h. p. Olds. All makes of engines. A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—1-12 h. p. steam engine; several sizes of marine and stationary gasoline engines; 1-6 x 4 x 6; 1-10 x 7 x 12 and 1-12 x 8½ x 10 Duplex steam pumps; all in first-class shape and at bargains. Enterprise Machine Co., Minneapolis, Minn.

GRAIN DEALERS GASOLINE ENGINE is the latest improved gasoline engine on the market, specially designed for the grain trade. Send for circular and prices that defy competition.

DAVIS-JOHNSON CO.

9 S. Canal St. Chicago, Ill.

DUPLICATING SCALE TICKET BOOK

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets. 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Box of; Price per Cwt; Price per Bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out. 800 tickets in each book, Price \$1.25.

Grain Dealers Company,
255 La Salle Street, Chicago, Ill.

MISCELLANEOUS FOR SALE.

FOR SALE—One 25 h. p. Lambert gasoline engine; One No. 9 Bowsher mill. Address A. S. Garman & Sons, Akron, O.

BRASS GRAIN TESTERS at rock bottom prices, three sizes. Write for circular. A. S. Garman & Sons, Akron, O.

LEATHER BELT, first class condition; 36 inches wide and 60 feet long, for sale cheap. Address S. Krug, 167 Dearborn St., Chicago, Ill.

FOR SALE—Suction Fan 28 x 14 for 2 elevator heads. It will improve condition of grain and elevator. A bargain. Address B. S. Constant Co., Bloomington, Ill.

CARD INDEX CABINETS at a bargain. 6 dwr. Globe \$5.10; 9 dwr. Library Bureau \$9; 12 dwr. Yawman & Erbe, \$10.80. Good condition. Round rods. Address 504 Traders Bldg., Chicago, Ill.

FOR SALE—One No. 4 Monitor receiving separator; One Fairbanks hopper scale 100 bushels capacity; One Fairbanks 5-ton wagon scale, dump pattern; 2 stand of elevators complete and a lot of wood split pulleys; little used and in good condition. Address Henderson & Coppock, West Milton, Ohio.

FOR SALE

1—No. 1 Richmond corn and cob crusher,
1—12" vertical Buhr mill,
1—14" farm and plantation mill,
1—18" farm and plantation mill,
1—2 hole Favorite corn sheller,
1—10" Appleton disc mill,
1 Small meal sieve,
1—No. 1 New Holland feed grinder,
1—No. 2 New Holland feed grinder,
1—150 bu. Howe hopper scale with hopper,
1—600 lb. portable scale,
1—800 lb. portable scale,

HOLLISTER-WHITNEY CO.,

122 South Fifth St., Quincy, Ill.

EXCEPTIONAL VALUES.

Double stand Allis 9 x 12 style A rolls
King Pattern Noye rolls 6 x 20
Feed grinding mills. Flour packers.
Rope drive wheels (send for list)
Friction clutch pulleys. Gears, Shafting.
Hopper scales (1,000 bushels).

Unsurpassed facilities for supplying your wants. Our warehouses contain enormous quantities of mill and elevator machinery.

Better get on our mailing list and keep posted. Ask for catalog of the GIBBS BEAN PICKING MACHINE.
HONEOYE FALLS MANUFACTURING CO.,
HONEOYE FALLS. N. Y.

TO BUY SELL RENT or LEASE an ELEVATOR

I place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

MACHINES FOR SALE.

FOR SALE—One 30 inch stone French milling burr with gearing dress; ready for work; at a bargain. Address T. T. Rhynard, Rossburg, Ohio.

FOR SALE—2 Marseilles portable grain elevator and wagon dumps slightly used; also grain shovels. At a bargain. Address Harris, Scotten Co., 37 Board of Trade, Chicago, Ill.

SPECIAL BARGAINS in shellers, cleaners, cob crushers, feed and attrition mills; dust collectors, separators, scourers and oat clippers. Write for circular No. 24. Address A. S. Garman & Sons, Akron, O.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

LIGHTNING SCALES, Hopper, Wagon, Pitless Dormant, Portable. K. C. Hay Press Co., 459 Mill St., Kansas City, Mo.

THE STANDARD SCALES, for all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than the price. NOT IN THE TRUST. The Standard Scale & Supply Co., Station U., Chicago, Ill.

ENGINES AND BOILERS.

10 h. p. boiler and steam engine for sale, cheap. Complete outfit. Address Chas. A. Pfund, LuVerne, Iowa.

FOR SALE—One 25 h. p. gasoline engine; one 54 x 14 horizontal tubular boiler. Address Box 614, Monticello, Indiana.

MISCELLANEOUS WANTED

WANTED—Second-hand hopper and wagon scales. Cleaner 500 bushels capacity. 2 stands of elevators. Boiler and engine not over 30 h. p.; all must be in good repair. Address Oliver & Graham, Monroe, Indiana.

Vest Pocket Grain Tables

Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000.

It is printed in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.

The tables show the following reductions:
Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.

These tables are bound in tough paper and form a thin book, 2½ in. wide by 8¼ in. long. Price 50 Cents. Address

GRAIN DEALERS COMPANY
255 LaSalle St., CHICAGO, ILL.

SEED FOR SALE.

TEN THOUSAND bushels red rust proof seed oats for sale. Address Julius A. Krueger, Snyder, Okla.

ALFALFA SEED \$8.00 per bushel. Lightning gasoline engine 4 h. p. Address Wesley Kouns, Salina, Kans.

FOR SALE—First class clover seed and pure bred Leaming seed corn. Address L. F. Stoecker, Peoria, Ill.

REID'S Yellow Dent seed corn for sale on ear \$1.50 per bushel. Free samples. Roycroft Farms, Des Moines, Ia.

CLOVER, ALSIKE and Timothy seed for sale. For samples and prices write Walter G. Trumpler, Tiffin, Ohio.

SEEDS FOR SALE—Red, White and Alsike clover seed. Write for bargains. Milwaukee Produce Co., Milwaukee, Wis.

FOR SALE—2 car loads of timothy seed and several hundred bushels of choice clover seed. Address Schlatter & Seaward, Bellevue, Iowa.

SEED CORN for sale. Guaranteed to grow where any corn will grow. Write for catalog. Address W. W. Van Sant & Sons, Box 36, Farragut, Iowa.

GOOD SEED OATS for sale about 1,000 bushels cut before September frost; clean and free from all foul seeds. Address Buffalo Ranch, Regina, Man.

WESTERN HEADQUARTERS for Alfalfa, Clover, Timothy, Millet, Sorghum and Kaffir Corn. Write for Prices Missouri Seed Co., Kansas City, Mo.

BUY YOUR SEED from the Ireton Bros. & Eikenbary Co., Van Wert, Ohio, direct from the producer, 1,500 bushels red mammoth and alsike; quality fine; ask for samples and price.

SEEDS BOUGHT AND SOLD.

Clover, Timothy, Alfalfa and Millet seed bought and sold in any quantity. Send samples or orders to B. F. Adams, Peoria, Ill.

WE ARE buyers and sellers of Clovers, Timothy, Hungarian, Millet, Blue Grass, Red Top and other Field Seeds. Correspondence solicited. Address THE ILLINOIS SEED CO., Chicago, Ill.

CARLOADS AND LESS: Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

SEED CORN for sale—Johnson County white dent. First on best bushel white corn Illinois state fair 1902, 1903, 1905. Highest award Indiana State fair. First in class, sweepstakes and Grand sweepstakes Perdue Corn School. Write for circular and price. L. B. Clore, Franklin, Ind.

KANSAS SEED HOUSE, F. Barteldes & Co., Lawrence, Kansas, are headquarters for ALFALFA, BROME GRASS, ENGLISH BLUE GRASS, CANE SEED, KAFFIR CORN, RUSSIAN SPELTZ, MACARONI WHEAT, DWARF ESSEX RAPE, OKLAHOMA DWARF and other BROOM CORNS, KHERSON OATS and all other FIELD, FARM and GARDEN SEEDS. Ask NOW for quotations.

SEEDS FOR SALE.

HUNGARIAN Seed for sale. Write for samples and prices. Address C. E. Nichols & Co., Lowell, Ind.

KAFFIR CORN, MILLET AND CANE a specialty. Write for prices. J. G. Peppard, Kansas City, Mo.

WHITE WHEAT and Utah Alfalfa seed for sale. If in need of either, write or telegraph Sam Williamson, Salt Lake City, Utah.

GRAIN WANTED.

DAMAGED CORN AND OATS wanted. Address Walt, Box 2, Grain Dealers Journal, Chicago, Ill.

MILLING WHEAT wanted. Send samples and we will make prompt offers. T. G. White Cereal Co., Cedar Rapids, Iowa.

HOT CORN—We have a good market for hot corn. Wire us for bid. The Larowe Milling Co., Produce Exchange, New York.

WANTED—1 to 10 cars each snap, and sacked shelled corn, and tagged pure corn chops. Write or wire W. T. Wilson, Nacogdoches, Texas.

GRAIN WANTED—We are in the market for White Oats, Corn and Bran. Quote prices and submit samples to us J. A. Holmes Co., Pine Bluff, Ark.

WE ARE in the market for round lots of No. 2 Hard Winter Wheat, and No. 2 Red Winter Wheat. Also white milling corn. Standard Milling Co., Houston, Texas.

WANTED—to hear from local elevator men (Western & Eastern) who have grain and hay; also manufacturers of mill feed as we are always on the market for the above. Send samples with best offer. If in the west give your rate to Philadelphia and New York. Address Fickes Grain & Feed Co., Newville, Pa.

MIXED OATS, also some light weight white oats and a few cars of choice heavy white wanted. Send samples if convenient. If none to offer now write anyway. We are cash buyers and in the market continually for oats, ear and shelled corn, bran, middlings, hay, etc., especially needing some white milling corn. Address Marietta Brokerage Co., Marietta, Ohio.

SEEDS WANTED.

CLOVER SEED WANTED. Mail samples. Car lot or less. Address Berne Grain & Hay Co., Berne, Ind.

WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

WANTED—Few cars new crop Orange and Amber Cane. Quote price sacked, delivered. Texas Seed & Floral Co., Dallas, Texas.

CLOVER, TIMOTHY, RED TOP, ORCHARD GRASS SEED, etc., wanted in carloads. Address Wm. G. Scarlett & Co., Baltimore, Md.

GRAIN FOR SALE.

MIXED CARS a specialty—flour, feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

CORN, KAFFIR CORN, cane seed and hard milling wheat for sale. Get our prices. Address L. H. Powell & Co., Wichita, Kans.

HAY WANTED.

HAY and STRAW consigned to us receives our personal attention at Chicago or Milwaukee. Give us a trial. W. J. Armstrong Co.

WE WANT your shipments. It will pay you to send for our market report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

HAY WANTED—Can use 100 to 200 cars No. 2 and No. 3 timothy hay; also 100 cars threshed timothy hay. Give me a trial. Leo McDaniel, Commission Merchant, 613 Ohio St., Cairo, Ill.

Seed Corn, Clover, Grass, Field and Garden Seed

We make Seed Corn a specialty and can furnish any quantity of St. Charles White, Iowa Silver Mine, Coopers Prime Yellow and a limited quantity of the other leading varieties. We buy large quantities of Clover, Timothy and Field Seeds. If you have any to offer submit samples and quote price. Write for samples and price.

NISHNA VALLEY SEED CO., Hamburg, Ia.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One and $\frac{50}{100}$ Dollars (\$1.50) for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm.....

Post Office.....

Capacity of Elevator.....

bus.

State.....

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

Germinating Time Is Near at Hand

ARE YOU PREPARED FOR IT?
Have You a Hess Drier?

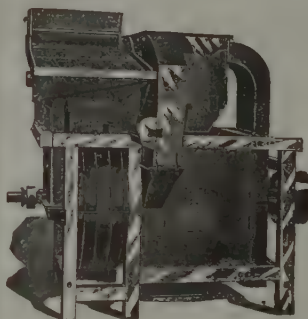
If Not Do Not Delay. Order
Now and be Ready

The Hess Drier is standard, and 95 per cent of all grain drying is done by this machine. It is used everywhere, and is the only *reliable* device of its kind. Free booklet.

**Hess Warming & Ventilating
Company**

707 Tacoma Bldg. : : CHICAGO

INVINCIBLE OAT CLIPPER



This is the way it
earns money
for you.

1. Less power used.
2. Capacity greatest for power and space used.
3. Life of machine longer.
4. Less attention needed.
5. Better quality of work done.

It excels all on these points.

This machine has the greatest capacity with a minimum shrinkage. It has large, wide shoes and great clipping surface. Made of all iron and steel. Capacity 2,400 bushels per hour. Write us about it.

Invincible Grain Cleaner Co.
Silver Creek, N. Y.

REPRESENTED BY

Geo. J. Noth, 501-502 Traders Bldg., Chicago, Ill. Phone Harrison 667
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.
J. N. Bacon, Balchorne Block, Indianapolis, Ind.

N. W. REPRESENTATIVES

Strong & Northway Mfg. Co., Minneapolis, Minn.

MONITOR MACHINES ARE DEPENDABLE

One of the leading and most satisfactory features of the Monitor machines is their **DEPENDABILITY**. They may be always relied upon to "deliver the goods" in the best possible condition and manner. This is due to the fact that they are the product of skilled and intelligent workmen, built of the best material obtainable. Each machine is subjected to the most rigid examination and inspection by experts before leaving the factory.

So confident are we that the Monitor machines will do the work that we claim for them, that we will ship any machine to responsible parties for thirty day's trial.

It is an easy thing to make broad claims for a machine. We let you prove our claims for yourself. The unqualified endorsements of the users of the 30,000 machines that we have built and sold is good evidence of their dependability.

HERE IS A GOOD TYPE OF THE MONITOR STYLE OF MACHINES

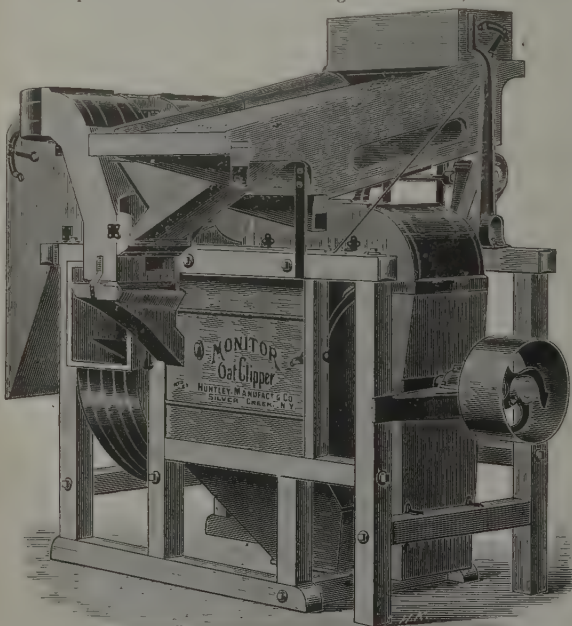
The Monitor Dustless Oat Clipper will help get a higher price for the grain. Does its work rapidly, perfectly and without waste. Has hardened iron cases, cast upon chills, insuring the greatest durability. Made in sections, any one of which may be removed without taking down machine. Air separations are positive. Built on honor and every machine has our positive guarantee back of it. Send for Huntley catalogue.

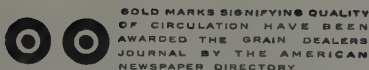
Huntley Mfg. Company

Silver Creek, N. Y.

BRANCH OFFICES:

302 Traders Bldg., Chicago, Ill., F. M. Smith, Agent.
316-318 4th Ave., So. Minneapolis, Minn., A. F. Shuler, Agt.
121 Front St., New York, N. Y., J. W. Perrine, Agent.
34-40 Beale St., San Francisco, Cal., Berger-Carter Co., Pacific Coast Agents.
Hotel Savoy, Kansas City, Mo., H. C. Draver, Southwestern Agent.





GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month
by the

Grain Dealers Company

255 La Salle Street, Chicago, Ill.

CHARLES S. CLARK,
Manager.

Subscription Rates

To United States, Canada, and Mexico One Year \$1.50; Six Months 75 cents.
To Foreign Countries within the Postal Union, postage prepaid, \$2.00 per year.
A Red Wrapper on your Journal means your subscription has expired.

The Advertising

value of The Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms, place your announcements in the leading Journal.

Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at Chicago, Ill., Post Office as
Second-Class Matter.

CHICAGO, ILL., JANUARY 25, 1906.

INFORMATION is wanted quick as to who was the original mahogany corn man? Why did you ship it?

BROOM Corn prices seem to rise or fall as the speculators at Arcola, Ill., wish, without much regard to the supply and demand.

IS THE National Board of Trade controlled by the railways? How else can its action on the proposed railway rate regulation legislation be explained?

SMUTTY wheat will be more valuable in the markets of the world if a recent Minnesota invention for its removal proves to be all that is claimed.

ALFRED C. CLARK has not now, nor ever has had any connection with this Journal and we are in nowise responsible for any of his actions or promises.

BANKERS' loose statements of fraud in the issuance of warehouse receipts, unsupported by evidence, can not blind the public to their own error of judgment in loaning vast sums to the merchant who puts up nothing but a good front. Neither is it just to draw the line of credit closer at this time against conservative grain dealers who have been forced to compete with light-waisted merchants, whose running expenses have been paid by the banks, as demonstrated by recent Chicago disclosures.

ST. LOUIS commission firms who are indulging in the unforbidden joy of cutting commissions are getting a taste of real business life as seen by many country buyers.

SEED corn of your district may be worthless. Subject it to the germinating test now, learn if it will grow and help your farmer patrons. It will cost you nothing else than a little time but will attract many growers to your office.

MIXING wheat by elevator men can not be the evil practice alleged by millers, in view of the announcement that a north-western milling company will erect a very large elevator exclusively for cleaning and mixing.

AN ELEVATOR man who has long suffered from the wild competition of green-horns confesses to having killed off two by refusing to bid on off-grade stuff and suggesting to the farmer that he take it to the greedy overbidder, who was maintaining a price unwarranted by central market prices and more than he could afford to pay. It is the shrewdest, quickest remedy for overbidding to be found in the long experience of dealers in troublesome markets.

THE one resolve every grain buyer should make and stick to, is that he will not advance his price until the next day and never will pay more for grain than is justified by the prices ruling in the central markets. Overbidding and frequent changing of prices breeds dissatisfaction among the growers. Offer what you can afford to pay and then stick to it regardless of what your competitor bids or is credited with bidding.

CARLOADERS which reduce grain passing thru them to meal need adjusting. Dealers who apply enuf power to car loaders to send grain thru the ends of the car must expect to reduce the grade. The fine stuff may pack in so tightly as to cause the load to heat. Too great a fall thru loading spout may cause the same trouble. It behooves shippers to visit central markets occasionally and inspect the condition of the grain upon arrival.

CROP reports on cotton do not seem to be satisfactory, either to the Cotton Growers Ass'n or to the spinners ass'n. At a meeting of the Soft Yarn Spinners Ass'n, in Atlanta recently, a resolution was adopted asking that the government crop reports on cotton be discontinued. Every one interested would be pleased to have the reports improved, but few in the grain trade would ask their discontinuance. The trade at large recognizes that the reports are not entirely reliable, but, in the absence of anything better, grain dealers are unwilling to dispense with them.

TELEPHONE trades admit of so many misunderstandings, it is essential that each party send the other explicit confirmation by mail, the same day. Then if any misunderstanding exists it may be corrected before it is too late to do so without loss to one or the other.

SEED-CORN specials are gaining popularity, and the Illinois Central has now decided to send one over its lines in Illinois. The Indiana Ass'n has become interested in the work and no doubt the dealers of this state will lend their influence in the selection of better seed.

ORGANIZE corn clubs in your office every day the farmers come to town. Conduct growing tests of their seed or any corn obtainable. Get them interested in determining how much of their seed will germinate before they plant it. Then will you have more and better corn to handle.

UNLESS senders and recipients of telegrams thoroly understand one another both will pay for many messages. Efforts to collect at both ends are generally supposed to be due to error, but the error is repeated so frequently some one must profit by the lack of system. Those who enjoy paying for prepaid messages will have no occasion to guard against this exaction.

CORN is never known to have been improved by storing in uncovered cribs, yet recent reports from Indiana and Missouri are to the effect that much corn is stored by farmers in roofless cribs, so that rain, snow and hail can beat in upon it and help in its deterioration. Buyers who accept such corn at ruling prices encourage farmers to continue their slack methods of storing. They must sell by grade, hence is behooves them to buy by grade and discriminate against the poor stuff.

EAR CORN buyers continue to complain that their purchases fall far short of delivery weights when the grain is shelled. This is not true of all sections, but the experience of many dealers on this year's corn is to the effect that they lose from 1 to 3 cents by shelling. Inasmuch as it is not difficult to determine accurately how much moisture is contained in corn, it would seem to behoove country buyers to dry out and shell some corn from each section at the beginning of every crop and learn as to the probable shrinkage thru evaporation and shelling. Ofttimes cobs contain more moisture than they are generally credited with containing. A little investigation will place the buyer on his guard against paying too high a price for water. In any state but Kentucky water is always cheaper than corn or its juice. Don't pay corn prices for it.

UNIFORM Bs-L and uniform classification are very desirable from a shippers standpoint, but not to be tolerated when used as a ruse to foist new and uncalled for charges upon the shipping public.

THE exemption of grain alcohol used by manufacturers from internal revenue taxation would greatly encourage and aid some lines of manufacture and increase the demand for and value of corn and salvage grain.

THE elevator corn sheller has been fed watches, boulders, boys, whiffle-trees and old iron time without number. The latest effort of a sheller to gobble up everything in sight is reported from Gilbert, Ia., where a sheller in the eltr. of B. A. Lockwood, ex-president of the National Ass'n attempted to digest a lantern. The fire was extinguished, but a new sheller will be necessary.

IF YOU doubt that an elevator full of stored grain is a strong factor in the country market where it exists, just fill your house with such grain and listen joyfully to your competitors marking up the price on stray wagon loads until it passes even the price existing in terminal markets. Somehow farmers having stored grain always learn of the high prices. The trick is an old one, but it is one of the shrewdest remedies for free storage ever instituted.

NO SHIPPER can afford to sell grain subject to reinspection ten to forty days after its arrival in a terminal market, neither can any buyer fairly demand such an unlimited guarantee of quality. It is folly for shippers to permit their grain to be sold subject to such unreasonable terms. It will break any who persist in it. Instruct your commission man to sell your grain "subject to reinspection in 24 hours or not at all." The buyer is not the only man who has a voice in each trade.

THE Illinois public warehouse law, which has been copied by Missouri, Minnesota and several other states, was enacted as the result of swindles by public warehouse men in Chicago during the early 70's. A firm of public warehousemen—Munn & Scott—who were also grain dealers and speculators, installed false bottoms in their elevators, so that they were able almost to empty their elevators of grain before the corner collapsed and the fraud was discovered. No doubt the operator of the public warehouse has some advantages over other traders which gives him much profit for his trouble, else we would not have public elevator men dealing in grain in defiance of the laws of the state. It would seem that in the interest of the trade such public warehouses should be placed in the hands of disinterested parties and kept there.

WHEN your method of bookkeeping makes it necessary for a customer to wait half an hour to learn how much is still due him on grain delivered it needs systematizing and simplifying. Your lack of system is casting suspicion on your honesty.

THE WIDE variation in the shipping terms and rules of the different exchanges result in frequent misunderstanding and confuse many experienced dealers who strive to keep posted. Uniformity of terms and rules would minimize the opportunity for confusion and differences. The advantage to all from the general adoption of simple uniform rules shud of itself be sufficient to bring about the change, yet reforms in which scattered persons are interested are seldom effected without a hard worker takes an active lead.

DEALERS who will not arbitrate or abide by the decisions of arbitration committees are seldom safe persons to do business with. So many dealers are willing to accept the unprejudiced judgment of their fellow dealers as to what constitutes fair dealing that it is far safer and more satisfactory to deal with them. Those who so discriminate not only assist the associations in strengthening the cause of fair dealing but they exert a converting influence on outsiders who are not disposed to give any consideration to the rights of the other man.

REPORTS from Illinois points of corn in store heating so much as to cause heavy loss to elevator men because of their inability to obtain cars continue to reach us. One dealer at Homer suffered a loss of about \$2,500, and at Chebanse the grain in the elevator became so caked it could not be run out thru the spouts. Steam continually emanated from the louvers of the cupola. For all of these losses the carriers are to blame, inasmuch as they have failed to supply shipping facilities for the dealers who are unable to move their grain. If shippers oftener insisted on carriers making good losses which they force upon them, they would not experience so much trouble in obtaining cars when needed.

IN THE primary markets of spring wheat territory wheat is docked one, two, three or five lbs. to the bushel for dirt and foreign matter, while in the other markets of the country wheat which is dirty is given a lower grade. Out of the 109,160 cars of the crop of 1904 received at Minnesota terminals only 14,902 escaped dockage. The net average dockage on the total receipts was 18.6 ounces per bushel which was nearly three ounces below the average dockage of 1903. Still the percentage of dirt shipped to central markets at the grain tariff per hundred is entirely too large. If the dealers can not resist the

desire to ship dirt and foreign matter they should place it in a separate car, obtain a lower rate of freight on the shipment and sell the dirt to the mixers. Then more profit would accrue to them.

CATALOG-HOUSE, SCALES.

Remarkable as it may seem, recent investigations have developed the fact that some grain buyers of the penny-wise pound-foolish class have recently been guilty of installing catalog-house scales in hope of saving a few dollars, and then had the temerity to kick so hard on shortages that an investigation resulted, with the development of the fact that they were not equipped to weigh grain.

Most country shippers would as soon think of employing a boy to pay out money for grain as to buy the cheapest excuse for a scale obtainable to weigh their grain. Not only are good scales necessary, but it is also essential that they be properly installed and frequently inspected. Then only will the elevator man know that his scales are correct.

CHECK INSPECTORS FOR CENTRAL MARKETS.

An excellent suggestion was made at the recent meeting of the Indiana Ass'n, which, by the way, was one of the best and largest attended meetings the organization has ever held, to the effect that the assn's co-operate in the selection of a check inspector at each one of the central markets. The primary purpose of this check inspector would be, of course, to check the work of the grain inspectors in that market, as relates to the off-grades.

The inspectors of every market would surely strive to do more uniform work and to fit themselves for greater efficiency if they knew their work was to be checked by a representative of the shippers. The innovation would also result in the education of the country shipper to a clearer conception of the difficulties under which central market inspectors now labor. The indefinite rules, which admit of widely varying interpretations, would soon have to give way to explicit rules which would enable the determination of all grades with accuracy, uniformity and positive correctness, whenever a difference of opinion arose as to the grade of a given car of grain.

One of the greatest benefits to be derived from shippers taking a more active, watchful interest in the grading of their grain in central markets would be the education of themselves to the wide variation in the quality of grain which would surely result in their buying, classifying and shipping grain by grade. The old-time method of shipping all corn as corn is reckless, wasteful and expensive, and should not be tolerated, even the competitors do so.

The suggestions for check inspectors should be encouraged by the official boards controlling the inspections in every market, for their establishment is sure to result in benefit to the entire trade.

CONVICTED OF FORGING BS-L.

As is related by our Wichita correspondent, the famous Mr. Burke has been convicted of forging bills of lading for grain. Unlike Mr. Ricketts he did not succeed in escaping with the receivers' money. In fact, he did his work in such a bungling manner as to arouse suspicion at the start, hence failed to profit by his wrong-doing.

Mr. Harroun, the shrewdest of all forgers, secured such a strong line of creditors that they did not hesitate to keep him in business when found out, and thus encouraged others to go and do likewise. The two Ohio forgers—Hynson and Storer—who are now enjoying themselves in old Mexico with money obtained from banks, railroads and receivers, will remain undisturbed as long as they stay beyond the United States boundary.

It would seem that the bankers, receivers and the railroads were sufficiently interested to devise some plan for safeguarding blank bills of lading. All are interested. The receivers being more in danger of falling easy prey to the forgers have more to gain by reform in this matter than even the banks or the railroads, and a move for a change must be inaugurated by them, if real protection is to be obtained.

WORK OF ARBITRATION COMMITTEES.

The work of the arbitration committees of the different assn's continues to result in benefits to the trade at large as well as the settlement of many differences in keeping with the rules and customs of the trade, and without prejudice to future business relations among the parties interested. As the work continues new ideas creep out here and there, much to the surprise of pioneers in the work, who thought the methods of arbitration had been perfected long ago. Some of the committees have always made public their reports in full and given good and substantial reasons for their decisions, with the result that all readers of their findings have been helped to a fairer idea of the rights of the other fellow in their own differences.

In no arbitration statement we have known of has the committee permitted spite, venom and animosity to enter. The lawyers who have long waxed fat on trade disputes have striven to stir their clients to a feeling of vengeance, lest the case be settled out of court by the contending parties.

A new idea has recently been brought

forward by the Kansas arbitration committee, which settles many cases entirely by correspondence. In all the cases considered during the past year each member of the committee rendered his opinion without knowing the opinion of his fellow committeemen, and in each case were these decisions unanimous. Where hearings are granted there is a tendency of the members of the committee to lean somewhat on one another, but when each gives a sealed written opinion to the secretary without knowledge of the others, there is no opportunity for the opinions of any to be biased by that of another.

OFFICIAL CERTIFICATES.

Shippers are always entitled to certificates of inspection and weights, and inasmuch as some parties are issuing private certificates in a few markets, it behooves every shipper to insist upon having official certificates. It is a comparatively easy matter to learn who are the official inspectors and weighers of the different markets to which you ship.

In the interest of your own business you should keep posted along this line and invariably demand all official papers relating to your shipment. Then will you know whether or not you are making a settlement on the basis of private or official weights and grades. In most of the well-organized markets certificates of inspection on grain or seed which falls below the contract grades bear notations explaining why it has not graded contract.

DISCOUNTS FOR OFF-GRADES.

So many shippers of corn have suffered heavy losses recently owing to their corn getting out of condition and being subjected to heavy discounts that the very word "discount" has become a nightmare with nearly every corn shipper. It was the all-absorbing topic at the recent meeting of the Indiana Ass'n and crept out at unexpected times in consideration of other subjects.

Judging from the bitter complaints made by some of the shippers, profits for the entire season have been sacrificed to heavy discounts. Some of the most practical suggestions for relieving the trouble are that uniform grades be established in the different markets and that a uniform scale of discounts be established for corn grading better than "no grade" or "rejected." This, of course, furnishes no relief for shippers who are so unfortunate as to have corn arrive in such a bad condition as to grade "no grade" and "rejected."

In some markets sellers of corn are required to report the names of buyers, just as the agents of sellers in the pit are required to report the names of option buyers. The shipper is surely entitled to have full value for his corn.

Some avoid heavy discounts by instructing buyers to turn all cars failing to grade over to a receiver to be sold for their account.

Many have suffered so much as to be bitterly opposed to selling anything on track subject to discount when it fails to grade. The Indiana Assn adopted resolutions against selling for future shipment, but of course this is not likely to be complied with.

Discounts will continue to be a cause of irritation in the trade so long as shippers who sell on track are not equipped to dry their own grain.

FREIGHT RATE REGULATION LEGISLATION.

Judging from reports now emanating from Washington, the Hepburn Bill is to pass the House. This may not be exactly in keeping with the recommendations of the President, but judging from the endorsement given it by different shipping interests and by both the republican and democratic members of the Committee, it is likely to give the shipping public protection. One of the late amendments in the phraseology of the bill provides for "Just, reasonable and fairly remunerative rates, which shall be the maximum that may be charged."

Pres. Stickney of the Chicago & Great Western seems to be decidedly in favor of government regulation. He says, "The law of self-preservation as well as of fairness and justice demands that the people, thru the government, should control railway rates by law." His own road has suffered as the result of competition with other roads, which did not hesitate to give rebates, and it is but natural that he should ask protection from such unfair competition for his road and for the shippers not receiving the rebates.

The people are surely aroused and propose that privileges shall no longer be extended to shippers, no matter how large a patronage they have to offer. The sentiment prevails that if privileges are to be continued all will soon be driven out of business by the recipients thereof, as in the oil business. Fair and equitable treatment for all shippers as well as fair rates for the railways is all that is asked. Nothing less will satisfy, and this the President is anxious and the House of Representatives willing to give, but the United States Senate has such a large representation from the railroads of the country that it will be necessary for the shippers in all sections of the country to keep after every member with telegrams and letters if the needed legislation is to be attained. Your business demands that you act now.

THE MEMPHIS Grain & Hay Ass'n has inaugurated a war on the short-weight grain bag in earnest. So large a percentage of the grain business of the Southeast is conducted in packages of uniform weight that nearly every shipper to that section is now prepared to pack grain, chops, bran and mill-feed in even weight bags. Some shippers, discovering that buyers seldom weigh the packages, have put up grain in short-weight packages, with the result that they have been brought into disrepute with the few buyers who are alert. The campaign now being conducted is so vigorous that every buyer is likely to be placed on his guard and, for a time at least, short-weight packers will find it necessary to suspend business.

Letters From Dealers

[Here is the grain dealers forum for the discussion of grain trade methods, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal so your convictions will be given wide circulation and have great influence. Write it now.]

FOUR ELEVATORS ON WHEELS.

Grain Dealers Journal: As a matter of news and part evidence of how our large crop is being moved with the greatest possible economy, we wish to state that this company recently received four cars of grain from one shipper on the N. P. system. Each car contained at least 2000 bus., while one car, the banner car, and the largest registered weight of wheat in a single bulk ever received in this market, was contained in N. P. car No. 42180, 2330 bus. Total weight of the four cars, 8750 bus. Yours truly, H. Poehler Company, Minneapolis.

PHILADELPHIA POSTPONES INSPECTION IN BAD WEATHER.

Grain Dealers Journal: We notice in the Journal of Jan. 10 an article by Mr. W. L. Shellabarger of Decatur, Ill., on the handling of grain at New Orleans, in which he says: "One point that impressed me very favorably was that when unfavorable weather prevailed no grain was inspected," and concludes by stating, "do not know of another market in the country where such consideration is shown the shipper."

We wish to state for Mr. Shellabarger's information as well as the other shippers that this has been done in the Philadelphia market for the past 20 years to the writer's personal knowledge. J. B. Pultz & Co., Philadelphia, Pa.

ST. LOUIS WEIGHTS.

Grain Dealers Journal: The following is an extract from a letter written by a St. Louis Commission firm to one of our members, to wit:

"We note what you say about having carefully weighed and checked your weights on this car and demanding that same be placed where only Merchants Exchange weights are obtainable for you. Of course, we would be pleased to follow your instructions to the letter, though as we have indicated to you heretofore, we often have to sacrifice the price of grain in endeavoring to place it where only Merchants Exchange weights are obtainable. This is from the fact that quite a following of our good feeders' trade are not under the supervision of our Merchants Exchange Bureau and therefore are not able to furnish these kinds of weights. OFTENTIMES WE ARE ABLE TO SECURE BETTER PRICES FOR OUR GRAIN FROM THIS TRADE THAN FROM THE ELEVATORS, WHO FURNISH MERCHANTS EXCHANGE WEIGHTS, but it is always our desire to please our customers and if you prefer to have your grain sold only on Merchants Exchange weights, we will be pleased to act accordingly and follow your suggestions."

You will please note especially the state-

ment "oftentimes we are able to secure better prices for grain from this trade than from the elevators who furnish Merchants Exchange weights."

I want to impress shippers with these facts: Merchants Exchange Supervision of Weights means that a deputy who is absolutely in the employ and responsible to the Merchants Exchange of St. Louis, personally stands at the scales and enters in his book the weights of your grain. He keeps careful watch of the scales that they weigh accurately and that all the grain goes into the scales. He examines the cars placed for unloading and makes note of their physical condition and makes record of the car seals. A scale inspector is continually employed to inspect the scales thus supervised and a force of private watchmen having police authority are employed by the Merchants Exchange to protect the property of the shipper in the railroad yards.

When grain is unloaded at elevators or tracks having no supervision, shippers simply have weights of no authority, no record of condition of cars and car seals, no services of watchmen or scale inspector. If shippers have shortage because of leakage or stealage in transit they have no recourse on railroad company because they have no official evidence of condition of car or car seals. The most premium that shippers can expect on sales as suggested by this commission firm would not exceed one-half cent per bushel and a shortage of only a very few bushels will absorb such premium.

The shipper to whom the letter mentioned was addressed had a shortage of 3,870 pounds on a car previously shipped and sold without Merchants Exchange Supervision of weights. It is not merely a question of honest weights, but of general protection. Shippers should not fail to give commission firm instructions with each and every car shipped to St. Louis that it be sold only where Merchants Exchange Supervision of weights can be obtained. Yours truly, Geo. A. Wells, Sec'y, Des Moines, Ia.

ASSOCIATION WORK.

Grain Dealers Journal: A great many things have come to me through my study at Toledo which make it apparent how helpless the shippers and receivers would be without Association work—meaning Local, State and National. There are so many mistakes and misunderstandings, both knowingly and unknowingly, that come between shipper and receiver that without association work, and especially the National, our efforts to compromise matters would be fruitless in the majority of cases.

Some think that because they have paid their dues for a number of years, and have had no occasion for arbitration or assistance from the National Ass'n, they can better afford to discontinue paying their dues. They never stop to consider the successes of the National Ass'n in fighting issues which have been a detriment to the grain trade of the past—and one most prominent before our eyes today—rate regulation and discrimination by railroads. The last issue mentioned in itself is of tremendous weight and bearing to the grain trade.

This waning interest in Ass'n work is similar to the carrying of fire insurance in that a dealer will carry fire insurance for quite a while and never have a fire—for example, we will say he has been carrying insurance on his elevator to the

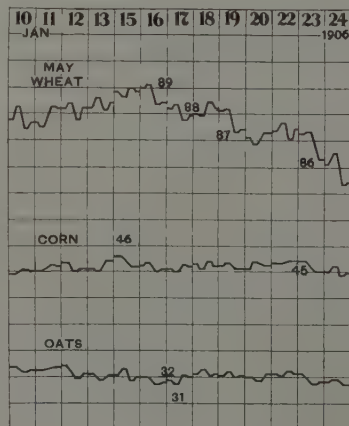
extent of \$10,000, but being fortunate in not having any fires reduces it to \$7000. On reconsideration he further reduces it to \$4000.00, and finally decides to carry none at all and become his own insurance company. He goes along for a while at this rate, but unfortunately his place catches fire and he is either ruined or crippled financially.

Now for the sake of comparison we will say that when he reduced his fire insurance from ten to seven thousand he withdrew from the National Ass'n, and on reducing from seven to four thousand he withdrew from the State, and finally cancelling his four thousand to become his own insurance company, he withdrew from the Local Ass'n to become an individual Ass'n. I am sorry to say that comparatively little has been accomplished thru individual effort. This dealer becomes entangled in a disagreement with a receiver and is forced to fight matters out on his own ground, whereas had he retained his membership he would have means to put his case before an impartial tribunal such as the arbitration committee of the National Ass'n. I think that if a dealer has once been a member of the National Ass'n but withdraws he should be made to pay up back dues in the event that he desires the assistance or arbitration features which he as a member would have received. No doubt the Eastern section starting from Chicago is very strongly supported both by receivers and shippers, but this is not the height of ambition for a National Ass'n, for we must bring back to the fold our Western brethren. Without this accomplished we can never consider our work a success.

I have been in Toledo since the 15th of July, and being an affiliated member of the Ohio to the National I have had the opportunity of meeting Mr. Courcier, secretary of the National. I want to say that he has appealed to me as a man of determination and aggressiveness, and with a will to make the National Ass'n a success. Harry Kress, Toledo, O.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for two weeks prior to Jan. 25 are given on the chart herewith.



Asked— Answered

[Readers who fail to find information desired on any grain trade subject of general interest should send us their query for free publication here. The experience of your brother dealers is worth consulting.]

COST OF ELECTRIC POWER?

Grain Dealers Journal: How much do country elevator men have to pay for electricity to run a 200 bus. per hour grain cleaner, a small seed cleaner and one elevator leg with 7 in. buckets? Is electricity suitable for such use? H. L. C.

HOW GET RID OF WILDCAT BUYERS?

Grain Dealers Journal: Can any of our brother dealers suggest how to get shut of the wildcat buyers who ruin the market for the legitimate dealers? They pay more than the market price and get it back in the weights from the farmer. D. E. McBride, Mountain View, Okla.

WILL BUILD ELEVATOR; WANT PNEUMATIC UNLOADER.

Grain Dealers Journal: We noticed in the last issue of the Grain Dealers Journal an illustration of a pneumatic grain unloader, invented by W. C. Allen, Gurley, Ala. We have written him in regard to its operation and cost but have received no reply. As we are contemplating the erection of an elevator soon we would be pleased to have you inform us if there are any of these devices in use, and also give us full particulars regarding their cost and operation. * Hickman & Hickman, Corydon, Ind.

WANTS UNIFORM DISCOUNTS ESTABLISHED.

Grain Dealers Journal: Judging from Mt. Beggs' query in the last number I am not the only shipper who is convinced that some track buyers depend solely upon unfair discounts for their profits. I know two who can buy no grain in my section even though their bids are a cent over their competitors. A comparison of notes at a recent meeting here brought out the fact that all of the shippers present had the same experience with these two robbers. Their bids were never accepted save they offered one-half cent over the next highest and their discounts always wiped out more than their premium bid. Sharp game, but we are on and can not be caught again.

I would like to see uniform discounts established for all of the markets more in keeping with the difference in quality. In comparison with the two buyers mentioned some others are very fair in their discounts. A more general comparison of experiences might drive the robbers out of business.—F. J. Rowe.

MOISTURE IN DIFFERENT GRADES?

Grain Dealers Journal: Will the Journal please give in "Asked & Answered" the amount of moisture contained in the various grades of shelled corn as it is shipped on the Chicago market? Also, what is the maximum amount of moisture

in corn which is considered safe for exporting? A Subscriber.

Ans.: No. 2 corn is considered safe to hold until spring when it contains 15.5 per cent of moisture, tho the inspectors are actually in a few cases grading corn No. 2 with as high as 17.5 per cent. No. 3 corn may contain as high as 19 per cent; No. 4 20 to 26 per cent, and No Grade 28 to 30 per cent. Choice No. 3 corn containing about 17 per cent moisture is considered safe for export. For comparison it may be stated that Toledo grades contain 14 to 16 per cent in No. 3, 17 to 20 per cent in No. 4, and 20 or above in No Grade. Old corn which has dried in the ear in crib will contain about 13 per cent, and kiln dried corn 15.1.

Changes Recommended in Chicago Inspection Rules.

The Illinois Board of R. R. and Warehouse Commissioners held a hearing in the Board of Trade Bldg. to-day which was attended by members of the Board of Trade and country grain shippers.

A. L. French and J. S. Neville, state railroad and warehouse commissioners, Chief Clerk Geo. B. Powell of the Inspection Department, William Smillie, Supervising inspector and S. H. Smith and F. J. Kendall, asst. supervising inspectors, were present. Secy. Geo. F. Stone of the Chicago Board of Trade presided at the meeting, by request.

Upon motion of Mr. Van Ness each one of the new rules as printed in the Nov. 10th number of the Grain Dealers Journal was read and approved or disapproved of.

The changes recommended were to strike out the last section of Rule 7, reading:

"Kiln-dried corn shall in no case grade higher than No. 3,"

also to strike out the last paragraph of Rule 8 reading,

"Oats that have been sulphured, bleached or chemically treated shall not be graded at all."

Upon motion of A. Gerstenberg it was moved to substitute for Rule 10, governing the inspection of barley, the rules proposed by the Chicago Barley Ass'n, except that the grade designated as "Feed Barley" shall be known as "No. 1 Feed Barley."

RULES PROPOSED BY THE CHICAGO BARLEY ASSOCIATION.

RULE 8—BARLEY.

NO. 1 BARLEY—Shall be sound, plump, bright, clean and free from other grain, and not scoured nor clipped, shall weigh not less than forty-eight pounds to the measured bushel.

NO. 2 BARLEY—Shall be sound, of healthy color (bright or straw color), reasonably clean and reasonably free from other grain and seeds, and not scoured nor clipped, shall weigh not less than forty-six pounds to the measured bushel.

NO. 3 BARLEY—Shall include slightly shrunken or otherwise lightly damaged barley, not good enough for No. 2, and not scoured or clipped, shall weigh not less than forty-four pounds to the measured bushel.

NO. 4 BARLEY—Shall include barley fit for malting purposes, not good enough for No. 3.

NO. 1 FEED BARLEY—Shall test not less than forty pounds to the measured bushel, shall be cool and reasonably free from other grain and seeds, and not good enough for No. 4, and may include barley with a strong ground smell or a slightly musty or bin smell.

REJECTED BARLEY—Shall include all barley testing under forty pounds to the measured bushel, or barley which is badly musty or badly damaged, and not good enough to grade "Feed" Barley, except that Barley which has been

chemically treated shall not be graded at all.

BAY BREWING BARLEY—The grades of Nos. 1, 2 and 3 Bay Brewing Barley shall conform in all respects to the grades of Nos. 1, 2 and 3 Barley, except that they shall be of the Bay Brewing variety, grown in the Far West and on the Pacific Coast.

CHEVALIER BARLEY—The grades of Nos. 1, 2 and 3 Chevalier Barley shall conform in all respects to the grades of Nos. 1, 2 and 3 Barley, except that they shall be of the Chevalier variety, grown in the Far West and on the Pacific Coast.

BAY BREWING MIXED BARLEY—In case of admixture of Bay Brewing Barley with Barley of other grades, it shall be graded according to the quality thereof and classed as 1-2-3 Bay Brewing Mixed Barley.

CHEVALIER MIXED BARLEY—In case of admixture of Chevalier Barley with Barley of other grades, it shall be graded according to the quality thereof and classed as 1-2-3 Chevalier Mixed Barley.

The word "New" shall be dropped after November 1st of each year.

All the other rules were approved of, as prepared by Chief Inspector Cowen.

Before adjournment the meeting extended a unanimous vote of thanks to the Honorable Railroad and Warehouse Commissioners for the courtesy of the hearing of recommendations for changes in the rules.

The Shippers Protection from Shortages.

By SPECTATOR.

Considerable difference of opinion appears to exist among shippers and receivers of grain over the relative merits and demerits of track and hopper scales. I have seen no small number of letters from commission merchants, to whom complaints of shortages have been made, giving the assurance that there could be no doubt about the accuracy of the weights returned, because the grain was weighed on track scales, operated under the supervision of the local exchange, and that the result agreed with the figures checked off from the railroad company's scales, etc.

On the other hand, the working of hopper scales has been equally lauded and great stress has been laid upon the fact that the provisions for checking weights, both personal and mechanical, are as perfect as human ingenuity can devise. The factors about which little is said, however, are those of human depravity and carelessness, and these are apt at any time to offset the various advantages claimed for either kind of scales.

The best protection for shippers is to keep their own scales in perfect working order, having them frequently tested by reliable experts. Then, if there is any shortage in weight, the responsibility can be definitely fixed either upon the railroad company which is primarily liable for any deficiency between the quantity of merchandise received for transportation and the quantity actually delivered, or upon the party who unloads the grain, and if the latter is culpable the railroad company will cheerfully aid in fixing the blame where it belongs.

Don't be lulled into inaction by the assurance that the weights at the other end must necessarily be all right, because such and such a system is employed there; but first make sure that there has not been any error in your own weighing, and then follow the matter up until you get full satisfaction from someone, if it takes months to do it.

Grain Committee of Chicago Board of Trade.

One of the most important Committees of the Chicago Board of Trade, perhaps from the grain dealers' standpoint, the most important one, is known as the Grain Committee, composed of the following well known members of the Exchange, all of whom have been selected on account of their long experience in the handling of cash grain, and their recognized ability as judges of grain by samples: H. N. Sager, of J. H. Dole & Co.; C. B. Pierce of Bartlett, Frazier & Carrington; W. N. Eckhardt of Pope & Eckhardt; B. A. Eckhart of Eckhart & Swan Milling Co.; E. L. Glaser of Rosenbaum Bros.

This Committee was organized by the Board of Directors, and appointed by the President of the Exchange some two years ago, for the purpose of establishing an official body, one of whose duties should be to work in harmony with, and to co-operate to the fullest extent possible with the State Grain Inspection Department of Illinois, for the purpose of securing and maintaining more uniform and equitable inspection of grain in this market, than perhaps had prevailed in the past. Perhaps our readers are not fully cognizant of the fact that the Inspection Department, under which all grain arriving in this market, is graded, is not a Board of Trade institution, but is a State Department under the control of the Illinois State Board of Railroad and Warehouse Commissioners, and under the direct supervision of Chief and Deputy Inspectors appointed by the said officials.

It was thought advisable by the Directors of the Chicago Board of Trade that a Committee of Grain Experts be appointed to confer with the State Inspection Department concerning the grading of grain, and to bring promptly to the attention of such Department, any errors that in the judgment of the Grain Committee might occur from time to time, and which naturally would occur occasionally in the transaction of so vast a volume of business as inspecting daily the thousands of cars of grain arriving in this market, over the many different roads from all sections of the country.

It is evident, now that sufficient time has elapsed since the appointment of this Committee to judge fairly results, that much has been accomplished towards bringing the Board of Trade and Inspection Department of the State into closer relations, and to a better and more general understanding of the difficulties and duties of the State Department.

The Grain Committee feel that the present Chief Inspector of the State Department, Honorable W. Scott Cowen, is doing all in his power to meet the requirements of his difficult position, and advise us that Mr. Cowen expresses a desire to hear from the grain dealers direct as to any question that may arise concerning the inspection of grain, which in the judgment of the shipper calls for explanation.

One of the most interesting features of the work of the Grain Committee has been its effort to arrive at a more uniform system of determining the proper grade of corn through accurate and scientific moisture tests made by an experienced chemist, results of which it is hoped will lead to correct and uniform grading of grain in this market, particularly during the fall and winter months when the keeping qualities of corn are necessarily de-

pendent largely upon whether it contains an excessive percentage of moisture or not.

The Grain Committee has under its direct supervision the Board of Trade Department of Grain Sampling and Seed Inspection, and this Department brings to the attention of the Committee cases of inspection that require especial investigation, and particularly brings to the Grain Committee almost daily samples of corn for accurate and scientific laboratory tests to determine whether it has been properly graded as shall be disclosed by moisture tests. The result of these tests with the original grading as given the grain by the State Inspectors is then brought to the attention of the Chief Inspector of the State Inspection Department, and in this manner, the State Inspectors are kept more closely advised as to the correctness of their original judgment.

In this work, the State Inspection Department and the Grain Committee of the Board of Trade are working closely together and in the utmost harmony, the desire of both being to establish equitable, uniform and satisfactory inspection in this market to the end that the country shipper may have the best service obtainable in regard to the grading of his grain, and that the buyer in Eastern Markets may also be protected, knowing they will receive on their purchases the quality of grain described in the Inspection Certificates accompanying shipping documents.

The Board of Directors have established for the general government of the Grain Committee certain rules and regulations as follows:

REGULATIONS GOVERNING THE "DEPARTMENT OF GRAIN SAMPLING AND SEED INSPECTION."

First—The Board of Directors shall appoint a Committee of Five, members of the Board of Trade, who shall have and exercise general control over the Department under the conditions and provisions contained in Sections 1, 2 and 3 of Rule IV of the Rules of the Board of Trade of the City of Chicago.

Second—This Committee shall appoint and fix the compensation of a Chief Grain Sampler, subject to the approval of the Board of Directors.

Third—The Chief Grain Sampler shall furnish a bond for the faithful performance of all and singular the duties of his office, said bond to be satisfactory in all respects to the Board of Directors.

Fourth—The Chief Sampler may employ such assistance as needed, when approved by the "Department of Grain Sampling and Seed Inspection," and the Department will fix the compensation for such assistance.

Fifth—The Department shall make monthly reports of all receipts and expenditures. All expenses must be approved by the Board of Directors.

Sixth—The charge for services rendered by this Department shall be uniform to all persons, firms and corporations, and shall not be changed without proper notice being given of the proposed change, such notice to be posted in a conspicuous place in the Exchange Room of the Board. This Department may charge a higher rate in special cases outside of the Chicago district, but in no case can it make any reduction from the established rates.

Seventh—Nothing in the foregoing regulations shall prevent the buyer or seller, or his representative, from personally examining any car or cargo of grain bought or sold under the Rules of the Board of Trade of the City of Chicago, but under no circumstances can a Board of Trade official certificate be given by the party thus examining; any unofficial party, or his employer, inspecting any car or cargo of grain shall not have the right of appeal to the Grain Committee, unless the grain has been loaded under the supervision of the Official Sampler of this Department.

Eighth—The fees authorized to be col-

lected by this Department for sampling grain shall be as follows:

Thirty (30) cents per carload for sampling grain.

Twenty-five (25) cents per 1,000 bushels for sampling grain loaded into or unloaded from vessels.

Ninth—The Grain Committee shall arrange with the State Grain Inspection Department for the appointment of helpers whose duty it shall be to secure samples of every lot of grain graded by the Department in Chicago, as far as practicable, whether such grading be in or out of elevators or track arrivals. The same facility shall be accorded to such helpers for the purpose of examining and sampling grain loaded into vessels or cars at any private elevator or cleaning house by the proprietors of such houses and their employees, as is now accorded to regular State Inspectors.

Tenth—Such helpers shall be required to give bonds. They shall be subject to control and discharge by the State Grain Department exactly as are the Deputy Inspectors. They shall be appointed on recommendation of the Grain Committee. Their salaries shall be paid by the State Grain Department with money furnished if necessary by the Board of Trade. When not actively engaged in duties described by the State Grain Department they shall be subject to control and direction of the Chief Sampler in such work as he may require.

Eleventh—It shall be the duty of such helper to bring the samples of graded grain, secured as above, to the Chief Sampler's office daily, for use in examinations by Supervising Inspectors, the Appeal Committee and the Official Sampler. The identity of such samples shall be known, however, only to the State Department and to the Official Sampler.

Twelfth—Such samples shall be kept on file in the Chief Sampler's office a reasonable time, labeled, however, by grades and numbers which shall indicate their identity only to the State Department and the Official Sampler, and thus unidentified they shall be accessible to the public.

Thirteenth—It shall be one of the duties of the Official Sampler to thoroughly examine these samples daily, and in case any of them indicate improper grading, he shall, in case the Chief Inspector, the Supervising Inspectors or the Appeal Committee have not already taken up such improper grading for correction, call their attention to same, explaining in what way the inspection has been too lenient or too rigid.

Fourteenth—In case the Official Sampler or any other party at interest, i. e., the buyer or the seller, should thus complain to the State Department and fail to have his complaint properly or favorably considered by the State Department, it shall be the duty of the Sampling or Grain Committee to listen to his complaint, and if it is in their judgment reasonable, the other parties at interest shall be notified, and the matter taken up by the Grain Committee with the State Department—all parties at interest being given an opportunity of being present at such hearing.

Fifteenth—In the examination of samples of grain inspected, a standard sample shall be used as a gauge, and in case of doubtful grain, which is very near the "line," a comparison shall be made with such standard samples, and in case of disputes calling for an appeal, final decision shall be rendered in accordance with such comparison.

Sixteenth—Standard samples above referred to shall be made up as early as possible at the beginning of each crop year, and approved by the State Inspection Department, Appeal and Sampling Committees and the Official Sampler—all working together to make up a fair and equitable standard.

Seventeenth—In cases where it is necessary for the Grain or Sampling Committee to take the question of moisture into account, rendering a chemical analysis necessary, this shall be made promptly.

Eighteenth—Nothing in the above shall be understood as giving the Grain Committee any privileges relative to the examination of samples or the knowledge of their identity other than those enjoyed by the public, excepting when complaint is made to them under the provisions of the above regulations, or when an appeal is taken as is provided in Section 17 of Rule 22, 2nd paragraph,

in which case the examination shall be made at such time and place and after such notification as will give all parties at interest an opportunity of being present.

Nineteenth—In case it should not be feasible to obtain samples of track arrivals in the manner above outlined, owing to the volume of grain coming in, an arrangement may be made with Receivers' agents to work in conjunction with Inspectors to take an extra sample for file in the Chief Inspector's office as above outlined.

In connection with the work of the Grain Committee as stated above there is a Department of Grain Sampling and Seed Inspection maintained by the Chicago Board of Trade, whose duties are examining and sampling of carloads or cargoes of grain for shippers or buyers or commission merchants who may desire to employ said Department for the purpose of having disinterested supervision of the loading or shipment or unloading of grain in this market by this Department acting as their individual representative, the object of this Department being to confirm the correctness of the original inspection, or to call attention to errors, if, in its judgment, such have been made in the original inspection.

This Department of Grain Sampling and Seed Inspection, while under the general supervision of the Grain Committee, is under the direct and personal management of Mr. Robert P. Kettles, Official Grain Sampler and Seed Inspector for the Chicago Board of Trade, who has had the widest possible experience in handling and judging grain as a miller, sampler, and private inspector. The charges for such services are 30 cents per carload for sampling and reporting on carloads of grain, and 25 cents per thousand bushels for sampling and reporting on cargoes into or from vessels. Any inquiries concerning this Department for Grain Sampling or Seed Inspection, or orders from parties desiring their services, should be addressed to Mr. Robert Kettles, Chief Sampler, Board of Trade Bldg., Chicago. This Department has recently issued a letter to the trade at large, calling attention to the facilities and opportunities it affords. From it we take the following:

THE DEPARTMENT OF GRAIN SAMPLING AND SEED INSPECTION.

The general management of this Department is vested in the Grain Committee of the Chicago Board of Trade, under whose direction and supervision are employed a Chief Sampler, an Assistant Chief Sampler, and other thoroughly experienced and reliable samplers in sufficient number.

You are doubtless aware that all grain coming into and going out of Chicago is graded by the Inspection Department of the State of Illinois. The purpose of this new Department of Grain Sampling and Seed Inspection is to assist and co-operate with the State of Illinois in maintaining a standard of uniformity and improved quality in behalf of the interests of the patrons of this market. All grain going into public elevators for delivery on contracts is examined by the agents of this Department to see that its quality is correct, and the Department will furnish the most competent men obtainable to supervise the inspection out of private as well as public elevators for anyone who may be willing to pay the moderate charges assessed for such supervision. Board of Trade certificates of supervision will be issued on all work performed by this Department.

This Department has been in operation long enough to demonstrate its usefulness and efficiency; it has been from the start on a paying basis and is beholden to no special sellers or buyers for its business. Buyers can be sure that the supervision given the loading of their grain will be absolutely impartial, and that their interests will receive as full protection as the most expert and conscientious effort can secure.

Grain Inspection at Winnipeg.

The methods of grain inspection followed at Winnipeg, Man., which is one of the greatest wheat markets in the world, have been very carefully worked out by David Horn, who has been the chief inspector ever since the inspection of grain was first established in the Canadian West.

During the remarkable growth of the Winnipeg market the methods of inspection have necessarily undergone many changes. When the inspection was commenced 20 years ago the movement was



Chief Inspector David Horn, Winnipeg, Man.

small, and all cars were sampled carefully on the track and the samples gone over deliberately after having been brought into Mr. Horn's office.

After a few years, when the traffic was growing rapidly an attempt was made to expediate the work by inspecting and grading on the track in the open air. When done in this way the work was so irregular, owing to the changing lights, bright and dark days, shadows thrown by strings of cars on the next sidings, cold and storms, that Mr. Horn did not continue the experiment, but resumed the former method, which is believed to insure uniform and accurate work.

Great stress is placed upon careful and accurate sampling. Samplers individually are not permitted to stick cars. They are sent out to the work in gangs, usually of four men; that is, two stickers, a foreman in charge; and a man to open and close the cars. The foreman (who is always a man of tried service and experience, eligible in qualifications as a deputy inspector, if he is not already one) fills up the sample.

The sticker stabs the car in seven to nine places, according to a formula. He spreads each stab side by side on a sheet in front of the door. By the time he has the car all stabbed the foreman gets up at the door, views the cloth, and if he is satisfied that the car has sampled all even and regular, he immediately mixes the whole lot together, fills up a sample bag of some two pounds, writes on a ticket the car number (always reading this number from the car and not from his

list), dates the ticket, and if anything unusual is noticed about the car or its load, notes this on this ticket, sticks the ticket into the sample bag, hangs the sample on the car side, all to be gathered when they get through with the train, and proceeds to the next car, where the other sticker has been getting ready for him, and so on to the end of the train. Then they walk back, collecting the samples hanging from the cars, count the samples to see that they agree with the number of cars on their list, and carry them all to the office. There they are listed on sheets, fifty cars on a sheet. The actual work of inspecting is done on these sheets. These sheets are sent to the head office, put into a self-binder, and indexed, and form the original, only and complete record of the car.

The deputies never go out to the yard, they work in front of a long north window. They have assistants to sort out and place and carry away their samples, and sieve samples for dockage, so that their whole attention is given to the work of inspecting proper. Each deputy has his own territory to attend to.

Simultaneously with the going on of the work of inspecting, the work of writing out certificates is going on, so that by 3 o'clock or so, when the inspecting for the day is given up, the certificates are also ready for the deputies to sign. These are all carefully checked with the sheets; and sheets, certificates and samples despatched over to the head office at the Grain Exchange. Should there be any particular car about which there is anything unusual, or regarding which a deputy is in any manner of doubt or uncertainty, this sample and certificate are specially tagged, so that it comes before Chief Inspector Horn or his chief deputy, and they consult and advise together.

While the car is on the way to the terminal at the lake there is opportunity for protest, review and survey, and for this purpose, samples of all cars are kept on file in the inspection office at the Grain Exchange.

A portrait of David Horn, the chief inspector, is given herewith.

Punishment of government employees who divulge secret information before its official publication is provided for in a bill introduced in congress by Representative Burleson of Texas.

One of the richest calendars of the present crop is that sent out by the Winchester Milling Co., of Canal Winchester, O. The painting of "Dorothea" rivals in coloring the original by Rene Avigdor.

At the present rate we will export more than 125,000,000 bu. this crop year. Figuring home requirements, bread and seed, equal to 500,000,000 bu. and the likelihood at least 50,000,000 bu. to 75,000,000 bu. more will be carried over in first and second hands than there was last year, on basis of present prices, we at once see, even conceding the crop of 1905 to be fully up to the highest estimate, about 700,000,000 bu., that the supply is not burdensome. This does not take into consideration a short crop in India, Russia and Argentina, which may increase our exports immensely, and fancy then what will happen in case our own crop of winter wheat is seriously damaged, as is quite likely, owing to the lack of snow protection thus far. The possibilities on the bull side are indeed beyond comprehension.—Edward G. Heeman.

Annual Meeting Kansas Grain Dealers Ass'n.

The Eighth Annual Meeting of the Kansas Grain Dealers Ass'n, one of the most successful meetings of the Ass'n, was held at the Midland Hotel, Kansas City, Mo., Jan. 18-19.

Pres. Cortelyou called the meeting to order at 2 p. m.

PRESIDENT'S ADDRESS.

It gives me great pleasure to welcome to this our Annual Meeting, this very goodly number of our members who are present, and not only our members but the visitors, members of the Kansas City Board of Trade, whom we are very glad to welcome, very glad to see with us, and others. I wish to thank you very much for your presence with us. It is a great pleasure to see so many of you here, and I am sure you will have a pleasant as well as a profitable meeting.

A little over a year and a half ago we met and notwithstanding several unfavorable circumstances which were sweeping over this country, I will not take the time of this meeting to tell what this ass'n has accomplished. We will get that in the secretary's report. I am glad to note a good healthy growth of the ass'n. I understand our membership now is 241 members. It shows the ass'n is increasing in interest among the grain men of Kansas. We hope to have an interesting meeting, and, of course, this is in your hands to make it as interesting as you wish. You will notice that the program is an interesting one. We expect some notable visitors with us.

I want to say that the financial affairs of this ass'n are in excellent shape. We took a little different method this year in conducting the affairs of our ass'n.

A great many questions of interest should come up at this meeting. The great wave of agitation which is sweeping over this country is in relation to a subject which should be taken up here. It seems to be agitated in every meeting of business men throughout the country. I do not know what the position of this ass'n should be. The position of the president is this: that while there are certain inequalities in rates in some places, in some places the rate being too high and in other places too low, the position the grain dealers ought to take, I think, is to allow the railroads a fair, just and equitable rate which will give equal rates to all without discrimination to any one, which will place every grain dealer on an equal basis.

There is one question which is of great deal more importance to the grain trade and that is that business has been very largely lost in the profits we ought to have had during the last two years have been lost in the grain business on a large amount of the corn handled. This is the question of furnishing equipment. At times it has been absolutely impossible for us to ship our grain. This is a question that is a vital one to our business, and let the rates be what they will, I think there ought to be some method taken whereby the railroads could be persuaded or forced to give us better equipment, more cars, something so that we can move the grain that is offered to us from the country and move it promptly.

Representatives of the Missouri Telephone Co., and the Home Telephone Co., offered the visiting dealers the unrestricted use of their wires free of charge to any point in the country after 4 p. m. and before 9 a. m., during the convention.

Secy. Smiley read the minutes of the previous annual meeting, which were adopted as read.

F. P. Lint on the subject of

"WHO SHOULD BE RESPONSIBLE for Loss Occasioned by Delay" said:

When the shipper in the country pays a certain rate to the railroad he pays for the delivery of that grain, and therefore

it seems to me that the only logical place to put the loss is with the railroad. You will probably ask the remedy. While I have not discussed this subject with other people previously I would suggest that this ass'n either thru its officers or influential members act as a committee to work with the officials of the Board of Trade, and I assure you that there is not a member of the Board of Trade, but would gladly wipe out this loss if they could, and have these committees confer if they find it necessary, and probably you can get a committee of the railroad people and work out a solution of the difficulty in that way. If we had known four or five months ago what I have learned in the last few days, the losses suffered to our firm would have been less to us and to our shippers in the country also. Two courts have decided that this loss belongs against the carrier for not fulfilling their duties within a reasonable time. I hope some means will be devised whereby neither the receiver nor the shipper will have to stand such losses.

W. J. Madden laid the responsibility for loss upon the commission man, whom he accused of insincerity and lack of nerve in their dealings with the railroads.

E. J. Smiley: There is no excuse in waiting four or five days for reinspection. In all other markets, Chicago, Galveston, New Orleans and others, reinspection must be asked for within 48 hours. There have been cases here where reinspection has been delayed from 11 to 30 days and where the loss has been as high as \$600. If grain is sold subject to reinspection at the elevator what is the use of the first inspection? I do think that some one is responsible for this delay after the first inspection. Let us place this responsibility. I think the commission men of Kansas City should lend us their moral support in settling this question.

R. B. Miller: We had one car it took 39 days to get reinspection. Some mornings you go by and see a fog down there in the bottoms and if cars are left standing there waiting for reinspection of course there will be a loss. The country shipper is the sufferer. The trouble lies with the railroad people of this city in not having facilities to handle the grain which comes to this market and I am heartily in favor of the chairman of this ass'n appointing a committee to confer with the Board of Trade and the railroads to effect relief.

J. T. White: It occurs to me that if the shippers would instruct the commission man not to sell under any but the new rules, which require that the grain be reinspected within 48 hours there would not be much trouble. There is one plan which it might be well to consider and that is for the members of this ass'n to stand together and not buy grain when it is wet. It is not likely that if grain is bought in prime condition it will arrive in bad condition. I believe we should commence at home and put wheat in the best possible condition before shipment. Sometimes the inspector can't get in the car and make an inspection. I believe that the Kansas Grain Dealers Ass'n can say to the Board of Trade of Kansas City, "We want you to transact our business

under the new rules." Then the business will be done under those rules and whoever buys wheat on the Board of Trade will understand that they can have reinspection after 48 hours.

G. S. Carkener in behalf of the Kansas City Board of Trade said: I wish to extend an invitation on behalf of the Board of Trade to a dinner to be given at the Baltimore Hotel at 8:30 tomorrow evening. The hotels, as most of you have found out, are crowded and it was with the greatest difficulty that we could get in any hotel but we finally got into the Baltimore. We give you all a cordial invitation to be with us tomorrow evening at 8:30. Tomorrow afternoon our wives and sisters and sweethearts will be very glad indeed to meet and entertain your wives and sisters and sweethearts at a matinee party to be given at the Orpheum.

W. S. Washer in behalf of the unmarried men asked "How many sweethearts a man is allowed to send?"

Pres. Cortelyou: I am sure the grain dealers fully appreciate this invitation and I feel that I can accept the invitation in behalf of the Ass'n.

A motion was made to appoint a committee of three to confer with the members of the Board of Trade in relation to matter discussed above. Pres. Cortelyou asked that it be presented in the form of a resolution by the Comite on Resolutions.

The Pres.: One great trouble is that the facilities for handling freight by the railroad have never kept pace with the growth of the city. The solution of the difficulty lies in some method of forcing the railroads and the Board of Trade equally to have proper facilities for handling the grain. If they had there would be no question of this delayed reinspection.

R. B. Miller read a paper on "How to Reduce Shortages on Out-turn Weights."

W. J. Madden indulged in a tirade, employing enough sarcastic witticisms to keep the audience in a continuous uproar.

S. J. Thompson: I have shipped 120 cars this season and have not had cause for any complaint against Kansas City.

W. M. Chelf: I have a 150-bu. scale sitting on a stone foundation and I have very little shortage. My worst trouble is with the bad condition of cars.

J. E. Andrews: A great part of this trouble is caused by old cars. Take a little 40,000 or 60,000-pound car and put it in between an 80,000 and 100,000-pound car, and when the engine begins to pull you will see the back of that little car humping up. Is it any wonder it leaks when it arrives at destination? As far as the Kansas City weights are concerned, I think they are all right.

Pres.: We will now go back to the address of J. W. Radford, Kansas City, Kan., on "What is a reasonable length of time for reinspection."

Mr. Radford read a very interesting paper on this subject.

Pres. Cortelyou appointed the following committees:

On Resolutions: P. N. Allin, Coffeyville; S. B. Samuelson, Hiawatha; L. Noel, Glasco.

Auditing Committee: Jno. Schmidt, Atchison; S. J. Thompson, Holton; A. H. Bennett, Topeka.

Friday Morning.

At the opening of the Friday morning session the pres. introduced M. F. Dunlap, O'Fallon, Mo., Pres. of the Grain

Dealers National Ass'n, who made a speech in which he said:

THE NATIONAL ASS'N.

That life which is engrossed simply in the struggle for dollars and the accumulation of stocks and bonds and securities, without considering the higher characteristics of life, is a failure, and that grain dealer who simply estimates the cost of going to and from a convention by the dollars and cents it is going to bring him directly, losing sight entirely of the indirect benefit or profit, which is not as indirect as it may seem to be on the surface, a grain dealer of that type is one who will not get the very best results out of a grain dealers' ass'n and will not value it.

We must emphasize the feature of fellowship or else the state ass'ns and the National as well cannot succeed. It is the losing sight of this fact that makes so much lethargy, that makes this room so little full this morning, that makes our state and National Ass'ns as little representative bodies as they are. In this personal contact we get the benefit I say that we cannot fully estimate.

Be careful when you come to these meetings or you will meet a man who, in depth of business capacity, who in temperance of justice and right, who in kindly feeling, is your superior, and if you should meet such a one there is something wholesome in contact with him, something uplifting, and when you go back to your office, having planned to make money easier and more readily, you will go back with a broader conception of the way of doing business, and in your contact with your customers, in your discernment of right and wrong, in your kinder feeling, in your happier disposition, you will work results you never would work out. If you emphasize that feature you do well.

The other night I happened over a grain journal with the proceedings of that Milwaukee convention in and one of the first things that attracted my attention was a portrait of your president, Mr. Cortelyou, and other portraits, the pictures of some of the brainiest men in this country. I said to myself, what was it, if anything, that reflected on the Milwaukee convention, and I recalled two crucial points and one was

this. Mind you, all the ass'ns were affiliated then.

The first point of friction was when the question came up of the question of representation of the affiliated bodies. The question came up as to the power of the different sections of the country, but the wisdom of the body settled that question. The East surrendered and the affiliated bodies had representatives there with full power to vote.

Another trouble came when they came to elect the president. The East said they wanted an eastern man and the West said they wanted a western man. When we went into the committee room we found that there were eight for the eastern man and eight for the western man. We went into the committee room and were unable to agree. We nominated an eastern man and a western man. When the supreme point of tension came, when things were liable to be said that would rankle in the breast, the East surrendered again.

Now, we passed to another climax. The directors had appointed as a place of meeting the city of Niagara. It was a session of representative men, of fair-minded men. It was a session of men, who when the question was raised of financing the Ass'n, for the finances had been exhausted, said: "We will finance the Ass'n out of our pockets," and in a few minutes \$2,500 was laid on the table for carrying on the work.

I want to say that the National Ass'n has met the withdrawal of the Western Ass'n with a great deal of calmness and deliberation and kindly feeling. It has ever since the Niagara Convention been pleading with and exhorting the state ass'ns to join us and help us in the work. So far we have failed. The direct membership of the National has stood its ground. The income from the National Ass'n is nearly \$2,500. The affiliated body only consists of the Buffalo Ass'n, the Ohio Ass'n, the Indiana Ass'n and the Iowa Union. In contemplating what would be the result if these western ass'ns would not affiliate with the National Ass'n a new clause has been introduced into our rules, allowing these country members to be direct members at an expense of \$3 a year, if the state ass'ns do not feel that they can

finance the expense of their membership in the National, and the National will solicit membership in that way without any idea of antagonizing the state ass'n in any way.

Now there is a feeling throughout the country that we must have the National Ass'n. These questions that cannot be settled by the state ass'n will, thru the instrumentality of the National, be settled. You know that the conditions at terminal markets are such at times that they lose you dollars and cents. You know that many times the weights are not what they ought to be. You know the inspection is not what it ought to be. You know there is a power everywhere that seems to be pressing on the industry we are engaged in. You know that it takes a greater power than the Kansas Grain Dealers Ass'n to rectify these evils and contend with them. You know that it takes a power such as no federation of western ass'ns could be. The interests of the sections of the trade in the East and West are one. We ought to bring the western shippers and the eastern receivers together. We ought to concentrate the powers and the forceful energies of the grain buyers and receivers of the country in one power, that can go before these institutions that are bearing down on us and call a halt. I know every now and then some one writes to me and asks if we can get the influence of the grain dealers of the country on a certain question. It is possible for these ass'ns to concentrate their power, a power that will be a power with other powers that are contending with us, and make it a mutual ass'n powerful and intelligent as hustling a body of men as there is on God's green earth.

G. A. Stibbens, of Red Oak, Ia., was introduced and said:

ASSOCIATION WORK.

Go back ten years in this western country and compare the conditions with those that exist now. Ten years ago if you shipped a car to Kansas City you were lucky if you got the car number back. What brought about the improvement in weights at Kansas City, where today you have as good a weighing department as there is in the coun-



Foto by Chas. T. Pomeroy, Kansas City.

Some of the Dealers at Annual Meeting of Kansas Grain Dealers Ass'n.

try? What brought about the improvement in conditions at St. Louis? Then ask yourself if it pays to support an ass'n.

The grain dealer that sits back in his office and is afraid to spend \$10 or \$15 a year for the support of an ass'n is not the one that is going to be of any benefit to the ass'n. It has been my fortune to collect dues from members of grain dealers ass'ns and some of them do not pay their dues until they get into some tangle and have some difficulty they cannot adjust themselves.

Mr. Dunlap has talked to you considerable about the National Ass'n. There is a great need for such an Ass'n and also a great field for it if conducted along proper lines. The Kansas Ass'n can control certain things in markets in which its members do business, but in other markets their influence is not felt. If a receiver in such a market receives a letter from the secretary of the Kansas Grain Dealers Ass'n, he at once says, "I am not interested in that market and I will conduct my affairs as I see fit."

Nine-tenths of the elevator operators that are in business today are doing business on the sly and are compelled to do so whether they want to or not. There are certain remedies that need to be brought about that cannot except by association.

I do not believe an ass'n should go into politics unless it is for the benefit of their business. A bill has been introduced by Senator McCumber for federal inspection of grain, and I do not believe there is a grain dealer in the country that is in favor of federal inspection of grain. Ass'ns can do a great work in defeating unwelcome legislation affecting their business.

Pres.: J. G. Goodwin, Chief, Weighmaster of the Kansas City Board of Trade is on the program for an address, but he was called away unexpectedly. The next is an address by E. I. King.

Mr. King read a paper on "The Advantage to our Ass'n of an Ass'n Emblem."

Secy. Smiley suggested that the Ass'n have an emblem made and sent to every member of the Ass'n. The matter was referred to the committee on resolutions.

T. E. Bonebrake read a paper on Coercion the Last Resort, Diplomacy in Front.

T. L. Hoffman read a paper on Foundations of Success.

J. C. Robb spoke as follows on

FREIGHT RATES.

The Kansas City and other papers give a great deal of credit to Roosevelt for the agitation against freight rates, but it is not the politicians that have brought about this agitation. There is not a thing done affecting the public welfare but what the agitation was started by the people, not the politicians.

About freight rates, what does the country grain dealer care what the rates to a market are if they all pay the same. We want to quit working for the farmer and work for the grain dealer, the fellow out in the country. I have quit working for the farmer. I have had 125 pound rocks dumped into my elevator. There is nothing in you and me fighting for rates so long as we are buying on a margin. We sell at a certain rate with the freight rate deducted at the terminal market.

(Mr. Robb here read a comparison of freight rates from different points in Kansas, showing a great variation from points close together, and in some cases a higher rate from a nearer point.)

There is no state law that is going to be a cure for the evils of the grain trade. If we get a law we must have a national law and we must have more in a national law that says "Thou shalt not" than "Thou shalt." If any of you have had experience in going before a meeting of traffic men you know that they are organized as we are. With them the majority does not rule. Any measure passed must be unanimous in order to go thru, and if one little railroad in the lot says no, it won't pass.

We should have a law like the one down in Texas that gives a road the authority and power to go in and establish a certain rate. We never can get rates on an equitable basis in Kansas until we can do away with these variations in the rates. The M. K. &

T. and the Kansas City Southern are milking the State of Kansas every day. The authority for regulating these rates must be put in the hands of an unbiased court. The management of the Rock Island road is dictated to by Wall Street. The traffic manager who does not show an earning on the overcapitalization is going to get his head cut off, and he knows it. That is the reason we have poor equipment and facilities. They are short on engines and cars and everything except the dividends.

Until you can get the authority for fixing the rates away from them and into the hands of a court where it is absolutely unappealable, where they can't take it from one court to the district court and the United States Supreme Court, we will never have relief. So I say that position for the grain men of the state of Kansas to assume is to try to have a national law passed. Write to your representatives and senators and make it a penal offense to indulge in these discriminations. Unless we get that and Roosevelt's idea of a square deal we will be forced out of business.

Friday Afternoon Session.

Admittance to the afternoon session by card.

Pres. Cortelyou called the meeting to order and announced the reading of the Secretary's Annual Report, which is given below:

SECRETARY'S ANNUAL REPORT.

This is the eighth annual meeting of this organization, and the ninth year of its existence.

Time has demonstrated the fact that grain associations are necessary in bringing about better conditions. Quite a number of our present members have been identified with the organization since its start. These are the dealers that realize the benefits of organization, knowing the conditions prior to that time. I think I voice the sentiment of every dealer present today when making the statement that improved conditions

have been brought about through organization, and if the organization was permitted to drop out of existence it would not be two years until conditions would be as bad as they were prior to organization.

LEGISLATION.—At the last session of the Kansas Legislature a bill was passed relating to the transportation of freight by the railroads, which is in substance a Reciprocal Demurrage Law, compelling the transportation companies doing business in Kansas to furnish equipment to shippers when application is made in writing to superintendent or agent for the company.

When cars are applied for under the provision of this bill, if they are not furnished the railway company so failing to furnish them shall forfeit to the parties applying for same the sum of \$1.00 per day for each car ordered and not furnished, and all damages that such applicant may have sustained.

Section six of this act requires when cars are promptly loaded and shipping instructions given, the agent for the company must sign and deliver to the shipper E—L, and such shipments must go forward to destination at the rate of not less than 50 miles per day, and for failure to receive and forward shipments as within the specified time the company shall be liable to the shipper, \$5.00 per day and any loss incurred. As other states have similar laws namely, West Virginia, Texas and Arkansas, that have been held constitutional by the Courts, we think there is no doubt this law will stand the test of the Courts, and that shippers should take advantage of it.

In some sections of the state elevators have been full to bursting and thousands of bushels of grain thrown on the ground liable to damage with no cars, accounts over-due at the bank, and the market declining. If you are forced to suspend business for a lack of cars, it is not your fault and you should not be compelled to bear the loss. If the dealer had a little more back bone, and would notify the General Freight Agent, of the different lines that they would hold them responsible for any loss they



Pres. L. Cortelyou, Muscotah, Kan.

might sustain, through the neglect of the railroad on which they were located, and make good their statement, Kansas shippers would have their share of the equipment of the different lines, instead of their sending such equipment into states South and East. What will you do about it?

DELAY AFTER INSPECTION AT KANSAS CITY.—Thousands of dollars have been lost by country shippers the past year on account of grain being delayed after inspection and sold. Under present Kansas City Board Trade Rules, purchaser must call for reinspection within twenty-four hours after sale or accept first inspection. It is our understanding that all grain sold outside of the city, purchasers must call for reinspection within 24 hours. But grain sold to elevators is sold subject to reinspection on its arrival at the elevator. I am advised that the mills and elevators located in Kansas City refuse to purchase grain unless allowed the privilege of reinspection on arrival at the elevator. How many present today have shipped to the Kansas City Market, and have been notified that their car or cars have arrived, and graded No. 2 or 3 and been sold for a price, then ten to forty days later received a letter from their commission firm reading,

"We regret to report that on the arrival of your cars at the elevator reinspection was called for, and grain found to be heating and was marked no grade. We were compelled to re-sell same at a discount of 10c per bushel."

Certainly the shipper is not at fault, as he has no means of knowing that the grain is being delayed. Neither is the receiver, as it is to his interests to have the grain unloaded as quickly as possible; he has paid draft made against the shipment and is paying interest on the value of the grain. So the fault must lay with the elevators or the railroad handling the shipments.

SHIPPING INSTRUCTIONS IN TAGGING CARS.—For the past three years I have urged the shippers, members of our ass'n when advising of shipment to notify their commission merchants contents of car in bushels, and pounds, also if wheat, if wheat the test weight, and also the importance of placing tags on the outside of both inside doors, showing test weight, grade, and weight. If you will do this the inspector will not make his test from what grain he finds at the car door, but from the probe of the car. The expense of procuring such cards amounts to very little, and I am sure that it is worth a trial.

INSPECTION.—A great many dealers have been complaining of the inspection at Kansas City and Topeka past season. Some of them declaring that they are positive that they are not getting a square deal. This is the time to discuss this matter and find out what to do.

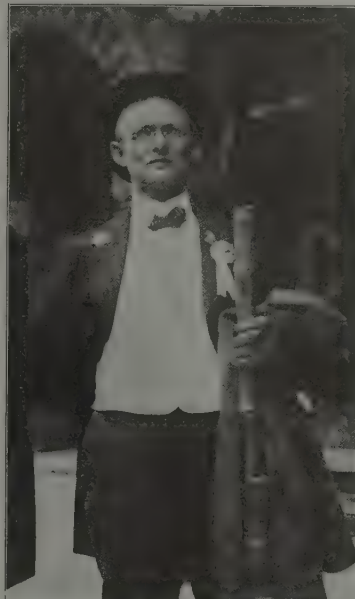
LOCAL MEETINGS.—The usual number of local meetings have been held in September, October, November and December, 1905, and with one exception have been well attended. These local meetings are of vital importance to our members, and I question very much whether it would be possible to keep up an organization of this kind without bringing the local dealers together two or three times during the year. I would recommend that local meetings be held in different parts of the state prior to July 1st, and that a mid-summer meeting be held in Wichita about June 20th, and dealers from all parts of the state make an effort to be in attendance.

If this plan meets with your approval I will try and arrange a joint meeting with the Millers Club of Southern Kansas.

CLAIMS FOR LOSS IN TRANSIT.—It is a well known fact that thousands of dollars are lost annually to Kansas shippers by the refusal of the transportation companies to recognize just claims. Where the fault rests with the transportation companies account of their negligence in handling grain entrusted to their care. There is no doubt but the transportation companies, when employing claim agents, employ them expecting them to refuse claims, instead of paying them. I have reason to believe that if claims having merit were presented, through the agency grain deposited created by the Kansas Grain Dealers Ass'n, and give the transportation company to understand that all claims presented had been carefully considered, and that payment was expected, and that unless payment was promptly made they might expect litigation in collection, all claims would be promptly paid. Both the Iowa and Ohio Ass'ns established a claim

department in connection with the Secretary's office, over one year ago, and they have been very successful in making collections. This saves expense to the individual shipper, and by collecting claims that have been refused, adds to his profits.

ARBITRATION.—During the past year or since the time of our annual meeting there have been six different cases referred to our Arbitration Committee for adjustment. With one exception the amount involved in each case has been less than \$100.00 and I am quite sure



Secy. E. J. Smiley, Topeka, Kan.

that we have saved to the litigants more than the amount of their claim with one exception. All commercial bodies recognize that all differences can better be decided by arbitration than litigation.

SCALE TESTING AND REPAIRING.—At our last annual meeting held June 1st, 1904, the question was discussed as to the advisability of the ass'n employing a scale inspector and repairer. No action was taken.

The Iowa Ass'n, at its last annual meeting held May 17th 1904 provided ways and means for employing a scale expert to repair and test the scales for the members on a co-operative plan, with a maximum charge of \$3.00 per scale. From June 1st 1904 to June 1st 1905 they paid out for such services \$1,210.76, and received \$1,116.98, showing a loss of \$93.78. When you take into consideration that there are over 1,000 elevators in Iowa, it is a question whether the members of our Ass'n would pay the amount necessary to cover the expense of employing, or paying the traveling expense of an experienced scale man.

There is no doubt but what every grain dealer should have his scale examined at least once a year by an expert, and if all dealers would fall in line with that plan it would reduce the cost of the work.

W. S. Washer read a paper on the Ass'n as an Economical Factor in Business.

Secy. Smiley read the financial statement showing all dues collected from a membership of 241, except 4 and a goodly balance in the treasury.

T. J. White responded as follows to the subject,

RELATION OF THE RECEIVER TO THE SHIPPER:

This is not a proper question to be taken up in executive session. Whatever there is to be said on this subject should

be said in the presence of receivers. To boil the subject down in a nut shell I will say that the receiver when he accepts a consignment from the man in the country puts himself in the position of the owner of the wheat or other grain. It is not only his duty to post himself thoroughly on the market and sell it for the highest price, but it is in keeping with his position that he should keep himself thoroughly in touch with the prices that he may sell it where he can get the most for it. If it is not properly inspected it is his duty to call for reinspection. Then to see that it is properly weighed. It is his duty to keep himself in a position to know where the best weights are attainable and in substance to put himself in the position of the owner of the wheat.

A. H. Bennett read the following report of the Arbitration Committee, which was accepted:

REPORT OF THE ARBITRATION COMMITTEE.

Your Committee on Arbitration beg leave to report that since its appointment immediately following our last annual meeting, but six cases have been submitted, namely: The Beall Grain Co., vs D. C. O'Neil, \$35.01; W. M. Chelf vs Stevens-Scott Grain Co., \$15.00; Hoffman Elevator Co., vs Robb-Bort Grain Co., \$51.50; Early, Foster & Co., vs C. B. Gaunt Grain Co., with Gaunt's counter claim for \$43.50; \$50.00; G. E. Aday & Co., vs J. G. Maxwell & Co., \$198.45; and Longford Elevator Co., vs Abilene Milling Co., \$32.79.

The first four of these were submitted by correspondence only; the last two were heard before the Committee in regular open session.

It is commendable that from a membership of over two hundred and fifty, differences requiring arbitration have occurred in only six instances, involving a total sum of but \$476.00, and it is also a source of gratification, at least to the individual members of this Committee, to know that in every instance the opinion of each member has been rendered irrespective of and without the knowledge of what the opinion of either of the others might be, and that these opinions were in every case unanimous; and while this is not conclusive evidence that we have made no errors, it does establish the fact that in each instance these decisions were reached without prejudice, and free of any dependency one upon the other.

We are also pleased to report that no appeals have been taken from the awards made.

In two instances we found that telephone conversations had much to do with the details of the transactions and that the greater portion of these conversations were not subsequently confirmed by mail; consequently it was not only a difficult matter for the Committee to determine just where each party was correct and the other in error, but doubtless also had much to do in giving rise to the controversies, and for the good of our members and the convenience of our successors, this Committee respectfully begs leave to call the attention of each and every member of this Ass'n to the importance of confirming by first mail, all details regarding transactions made by telephone, for the reason that it will tend to prevent controversies, and materially help the Committee in arriving at an equitable decision and award on any cases that may arise.

And if it please, we would further recommend that that part of Rule 4 relative to Arbitration, be amended, so that it shall read, "to prevent controversies, the sum of \$5.00 from both members and non-members where the case is to be submitted by correspondence only, and \$10.00 from both members or non-members where the case is to be submitted before the Committee in open session, and in case the deposit does not cover the actual costs and expenses in deciding the case, either party shall be required to pay in addition an amount sufficient to cover said costs and expenses, as determined by the Committee."

Our reason for this suggestion is because differences are as likely to arise between members and outsiders as otherwise, and a non-member is more

likely to submit the case if he is placed on an equality with our members so far as that particular instance is concerned. Our members have agreed to arbitrate—non-members can only be requested to do so and they have some shadow of an excuse for refusing so long as we require a deposit of twice as much from them as we do from our members.

With best wishes for the good of the Ass'n and of each individual member, and for the universal adoption of such business methods as will continue to reduce the possibility of mis-understandings and controversies, this report is respectfully submitted.

A. H. Bennett,
J. T. White,
W. A. Miller.

The Auditing Committee reported the books correct and the report was adopted.

P. N. Allin read the report for the Committee on Resolutions and the following resolutions were adopted:

RESOLUTIONS.

Resolved, That N. B. Hleatt be made an honorary member of the Kansas Grain Dealers Ass'n and the Secy. be instructed to inform him of this action, if his address can be obtained.

Resolved, That the president be instructed to appoint a committee of five to confer with a like committee from the Board of Trade; they to confer with the railway officials, so as to bring about the much-needed reform regarding delayed switching and reinspection and that this committee have power to act for this ass'n.

Resolved, That the Board of Directors devise some plan similar to the Car Service Ass'n plan, in use by the railroads, and somewhat similar to the Check Weight Bureau, in use in various markets, whereby the members shall report to this bureau all delays in getting cars or delay in reinspection, and in moving grain at Kansas City, together with losses in transit, and to have the Bureau take the matter up with the railroad companies.

Resolved, That our president be requested to appoint a committee of three to decide upon and obtain a suitable ass'n emblem; that a cut of same be sent to each member and that he be urged to use it when having his stationery printed.

Resolved, That an effort be made to make this the largest and best state ass'n on the continent, and that every member make a determined effort to obtain at least one new member within the next 60 days.

Resolved, That we endorse the square deal policy of President Roosevelt, as outlined in his last message on railroad rate regulation and that we demand that our representatives vote for such regulation and they also do everything in their power to formulate and institute a stringent railroad regulation bill and secure its passage at the present session.

Resolved, That a copy of this resolution, under the seal of the Ass'n, be sent to the President of the United States and also to each member of the Kansas congressional delegation.

Upon motion of T. J. White the following resolution was tabled:

Resolved, That a scale inspection bureau composed of a committee of three appointed by the president be established by this ass'n and a scale expert be employed to test and examine the scales of its members.

F. P. Lint: I move that the matter be left in the hands of the Board of Directors with power to act. I believe if that resolution had been properly worded it would have carried.

Seconded and carried.

C. C. Fields: I move that the Secy. be instructed to notify each member of this ass'n of the action the Board of Directors take on the resolution regarding scale inspection.

Carried.

The election of officers resulted in the re-election of L. Cortelyou of Muscotah for Pres., by acclamation.

T. J. White, Ada, was elected Vice-pres.

E. J. Smiley, was unanimously elected Secy., upon motion of R. B. Miller.

Mr. Smiley responded briefly to calls for a speech and said:

Most of you know me and know I am not a talker. I can only say that I certainly appreciate what you have done for me today and in the past. I shall strive at all times to work for the very best interests of this ass'n. Some of our friends from La Crosse are here with us and I wish to assure you that I do not wish to visit that place again as it is the most undesirable place I ever was in.

The following were chosen to serve on the Board of Directors. A spirited contest preceded the election of directors, who were chosen by ballot, after a dozen names had been placed in nomination, those receiving the three highest number of votes on the first ballot being declared elected:

E. N. Bailey, Baileyville; S. J. Thompson, Holton; W. S. Washer, Atchison.

Wm. Murphy told one of his dialect stories about one of the visiting dealers who ran up against a barber pole the previous night remarking at the peculiar stripe in the lady's stocking.

The meeting adjourned.

THE LADIES.

While the dealers were wrestling with the reinspection problem, freight rates and endeavoring to solve the question of securing better railroad facilities, the ladies, wives of the visiting dealers, were being entertained by a committee of ladies of Board of Trade members. A reception at the Coates House and a matinee party at the Orpheum Theatre, which was thoroughly enjoyed by all, afforded pleasure and amusement both to the visiting ladies and their hostesses.

Among the visiting ladies were Mrs. P. N. Allin, who has managed with marked success her husband's entire line of elevators since his injury in a World's Fair train wreck a year and a half ago; Mesdames Gilchrist, Pelkey, Sheldon, Smith, Van Horn and the Misses Andrews.

The hostesses were Mesdames Fred Hoose, Wm. Murphy, A. Thorstenberg, C. W. Hoyt and P. Cary.

THE BANQUET.

After the close of the meeting the visiting dealers were royally entertained with a dinner given by the members of the Board of Trade in the main dining room of the Hotel Baltimore.

About 9 o'clock 200 Board of Trade men, grain shippers and a few other invited guests seated themselves about tables arranged about the large dining room, the speakers table being at one end of the room.

W. C. Goffe, ex-president of the Board of Trade acted as toastmaster. At his right sat Pres. Bradenbaugh and at his left J. C. Robb, of Wichita.

The following seven-course dinner was served:

Punch.	
Chicken Broth in Cup.	
Radishes.	Olives.
Fillet of Sole, Tartar Sauce.	
Saratoga Chips.	
Tenderloin of Beef au Cresson.	
Grilled Sweet Potatoes.	French Peas.
Celery, Mayonnaise.	
Tutti Frutti Ice Cream.	
Assorted Cake.	
Cream Cheese.	
Coffee.	Cigars.

Toastmaster Goffe announced that each speaker would be limited to three minutes.

Pres. J. O. Bradenbaugh responded in behalf of the Kansas City Board of Trade and welcomed the visitors.

Pres. L. Cortelyou responded in behalf of the Kansas Ass'n.

All the unkind remarks made by W. J. Madden in the meeting were forgotten in vigorous applause by even the most sensitive Board of Trade man when he predicted, with a brilliant flow of oratory, that Kansas City would soon be the greatest market in the world and that before long "The Millers of Minneapolis would tear down their mills and bring them to the mouth of the Kaw."

M. F. Dunlap, in a brief address urged the abolition of the rule requiring the dockage of 100 pounds from every car of grain weighed in Kansas City, and the issuance of a certificate of weight that would be a certificate of weight of every pound in the car.

W. S. Washer responded in flowery terms to the toast "Kansas". He drew a beautiful word picture of a day on the prairies of Kansas, describing its glorious sunrise, taking his hearers through the day on the verdant prairies and picturing the splendors of a Kansas sunset. Every one agreed with him when he declared Kansas to be "The brightest star in the constellation of our Flag."

Other speakers were: J. C. Robb, E. J. Smiley, Secy. Bigelow of the Board of Trade, T. L. Hoffman, J. W. Radford, I. M. Yost, T. J. White, W. A. Miller and Wm. Murphy who told two humorous stories, one at the expense of Secy. Smiley, who had some years ago engaged in an argument with a Swede farmer.

CONVENTION NOTES.

It was one of the best and most harmonious meetings the Ass'n ever held.

The Kansas City Board of Trade firms were well represented among the visitors at the meeting.

The ladies enhanced the pleasure of those in attendance. Bring more of the ladies next time.

No one, including Madden, had aught but praise for the Kansas City Board of Trade Weighing Department and its Chief Weighmaster.

The Grain Dealers Mutual Fire Insurance Co., was represented by T. M. Van Horn who distributed combination adjustable pencils and erasers.

The M. P. Ry., was represented by S. H. Kilgore, C. F. A. The railroad men are always welcome visitors at meetings of grain dealers.

Otto Lehrack & Co., exhibited a 5-horse power gasoline engine and supplied the needs of several grain dealers who were looking for up-to-date power for operating their grain elevators.

G. T. Burrell, of the Burrell Eng. & Construction Co., F. W. and Otto Lehrack of Otto Lehrack & Co., and P. H. Pelkey were at hand to advise those who contemplated the erection of grain elevators.

That the grain dealers captured the town is evidenced by the following message which was among those filed for transmission over one of the private wire house's wires on the opening day of the convention: "The Gentlemen from Kansas are giving me the wink. I swore off yesterday, but S'help me, I'm going to

take a drink. (Signed) The Man Who Swore Off."

The machinery trade was represented by H. C. Draver, of the Huntley Mfg. Co.; E. A. Ordway, Invincible Grain Cleaner Co., and J. N. Heater.

A sad feature of the convention was the calling away from the meeting of E. M. Kelly on account of the death of his 10-months old boy, whom he had left in good health. Mr. Kelly has the sympathy of his brother dealers.

Sister states were represented as follows: U. G. Dawson, Sigourney, and G. A. Stibbens, Secy. Grain Dealers Union, Red Oak, Ia; H. H. Horstman and H. Reed, Drexel, Mo; W. M. Johnson, Bookwalter, Nebr; J. E. Wright, Ft. Worth, Tex.

One enterprising machinery firm, the Invincible Grain Cleaner Co., exhibited a model of a grain cleaner, which was run by a small motor and kept in operation most of the time demonstrating its ability to remove all kinds of dirt and chaff from grain.

The following Kansas shippers were in attendance: P. N. Allin, Coffeyville; J. E. Andrews, Carden; G. L. Baker, Holyrood; E. N. Bailey, Baileyville; D. H. Beavers, Home; F. B. Bonebrake, Osage City; G. W. Bowman, Logan; Wm. Bower, Collier; J. C. Bradley, Rossville; W. L. Brandon, Clyde; M. Carrier, Lone Elm; J. E. Clark, Huron; W. H. Connat, Ax-

tell; Geo. Craven, Summerfield; Wm. Chamberlain, Beverly; W. M. Chelf, Geneseo; D. Colman, Denison; J. J. Connor, Willis; R. W. Dockstader, Cawker City; C. C. Fields, Wellsville; W. H. Fluke, Gardner; Dr. R. L. Funk, Powhattan; R. B. Gibbs, Morrill; W. J. Gilchrist, Seguin; M. S. Graham, Missouri; H. M. Groth, Lorraine; S. C. Groth, Ellsworth; W. D. Hahn, Speed; W. D. Hays, Damar; J. S. and W. H. Hart, Randall; J. C. B. Hargis, Hazelton; T. L. and R. W. Hoffman, Enterprise; J. A. Hower, Jewell City; C. Janssen, Lorraine; G. A. Jones, Everest; E. Johnson, Atchison; P. Johnson, Netawaka; P. M. Kelly, Hiawatha; E. J. Kelly, Effingham; E. M. Kelly, Corwin; J. M. Kendall, Ransom; E. I. King, Logan; J. Linden, Lyndon; F. P. Lint, Atchison; P. Lorenz, Marion; W. J. Madden, Hays City; M. L. Marshall, Simpson; Boyd Marshall, Whiting; W. A. Miller, Anthony; J. G. Maxwell, McPherson; W. H. Miller, Redford; Chester Moore, Mayetta; E. P. Morer, Lost Springs; T. L. and C. B. McCormick, Leona; D. B. McNicol, Lost Springs; L. Noel, Glasco; A. Pierano, Wilson; H. F. Probst, Arkansas City; C. E. Ramsey, Munden; W. M. Reckaway, Wetmore; J. C. Robb, Wichita; E. J. Rice, Lyndon; S. B. Samuelson, Hiawatha; J. R. Schmidt, Atchison; T. L. Silver, Morganville; C. E. Sheldon, Everest; G. W. Smith, Motaze; R. W. and W. W. Smith, Holyrood; A. R. Strowig, Paxico; S. J. Thompson, Holton; Frank

Thomann, Summerfield; J. N. and M. P. Thielen, Dorrance; L. and W. F. Vawter, Osborn; J. J. Wall, Buhler; F. C. Wagener, Page; Geo. E. Wallace, Longford; H. M. Walton, Coffeyville; W. S. Washer, Atchison; J. T. White, Ada; C. S. Wilson, Ottawa; E. J. Wilson, Clyde; J. E. Winterscheidt, Germantown; S. J. Woodhouse, Lancaster; J. E. Wright, Ottawa.

The Grain Dealers Mutual Fire Insurance Co.

The annual meeting of the directors and stockholders of the Grain Dealers National Mutual Fire Ins. Co., which has been remarkably successful in insuring grain elevators and their contents, was held in Indianapolis Jan. 17th, reports made and the old officers and directors re-elected.

The officers for the ensuing year as for the last are: Pres. H. N. Knight, Monticello, Ill.; Vice-pres. J. W. McCord, Columbus, O.; Secy. C. A. McCotter, Indianapolis, Ind.; Chairman of Executive Com., A. E. Reynolds, Crawfordsville, Ind. The Board of directors includes the officers and the following: R. F. Cummings, Clifton, Ill.; Charles S. Clark, Chicago, Ill.; H. S. Grimes, Portsmouth, O.; J. W. Sale, Bluffton, Ind.; Thos. A. Morrison, Kokomo, Ind. Treasurer, W. F. C. Golt, Indianapolis, Ind.

Directors of Grain Dealers National Mutual Fire Insurance Co.



R. F. Cummings; A. E. Reynolds; W. F. C. Golt; H. S. Grimes; Charles S. Clark;
Thos. A. Morrison; C. A. McCotter; H. N. Knight; J. W. McCord; J. W. Sale.

Annual Meeting Indiana Grain Dealers Ass'n.

The Fourth annual meeting of the Indiana Grain Dealers Ass'n. was held in Indianapolis, Jan. 17-18. The meeting was well attended and one of the best held since the formation of the Ass'n. At the opening session Wednesday morning President Geo. C. Wood delivered an address from which we take the following:

PRESIDENT'S ADDRESS.

Gentlemen of the Association:

One year ago you intrusted to my hands and cares, the responsibilities of the office of President of your Ass'n. Suffice it to say, that whatever has come to me to do, has been tried to discharge for the best interests of the Ass'n.

An enumeration of the achievements, if you please, of this Ass'n and the local organizations of the State seem to me to be opportune at this time;

1st. I wish to mention, is the changed relationship existing among competitive dealers. Selfishness has given way in a large measure to broad minded business methods.

2nd. Through the influence and co-operation of the local, state and national organizations arbitration has become the rule and not the exception, the settlement of differences arising between members of local ass'ns and between members and receivers at terminal markets.

3rd. The influence exerted and results obtained by the different ass'ns in bringing about systematic weighing methods and correct weighing in terminal markets has been very great. The last result to fall into the procession of correct and impartial weighing methods, was Cincinnati;

4th. The Indiana Railroad Commission;

5th. The Grain Dealers National Mutual Fire Insurance Co., to my mind the greatest boon to elevator owners and the greatest achievement wrought so far by ass'n work.

While the foregoing are among the most important things accomplished by ass'n work, is there nothing to be done in the future? Are there no more methods to be devised and further wrongs to be righted? Are there no rough places to be smoothed?

My experience as a grain dealer leads me to make the following recommendations, asking the Ass'n to take such action in reference thereto as it may deem wise and prudent, after due deliberation and discussion:

1st. That this Ass'n, as such, work in harmony with Purdue University and in every way possible assist its activity.

(a) In the distribution of its literature pertaining to Agriculture, and more especially the literature relating to the selection and care of seed, and the cultivation of cereal crops;

(b) That the Ass'n as such go before the next Legislature of this State and ask that an increased appropriation be made for the University, to the end, that the Agricultural interests of the State may be better developed and enhanced. One enterprising farmer who takes the lead in introducing a better breed of cattle or hogs, a better variety of wheat, grains, or a more systematic and intelligent cultivation of his crops, is a benefactor to his neighbors in the community in which he lives and likewise to those who handle the product of his skill and enterprise; so also correct weighing, impartial inspection, lower insurance, fair and efficient service by the transportation companies, all inure alike to the benefit of the elevator owner and the producer, upon whom the grain merchant is dependent;

(c) That the Ass'n use its influence with the different railroad companies of this State to induce them to run "Corn Specials" over their various lines.

2nd. The Second recommendation is the establishment of a claim bureau. There are three potent reasons in my judgment why a bureau of this kind should be established: (a) A bureau of this character would be able to give the shipper specific instructions as to the preparation of his claim, i. e. all papers, data etc. necessary to its successful prosecution.

(b) I believe through such a channel, shippers would collect a great many small claims that would otherwise not be pressed on account of the trouble and delay in their collection;

(c) If such a bureau is instituted and maintained, every just claim pressed for collection even if a resort to the courts should become necessary, the railroad companies, receiver, and commission men, who are disposed to be unfair, would soon learn that a just and equitable adjustment of these matters would in the end be by far the best and most profitable.

3rd. I believe that I am strictly within the bounds of truth when I say, there is a wide belief among shippers in general, that the exigencies of the case determine the grade of our grain, and that often the merits of the grain are lost sight of; for example, if there is a scarcity of grain at the sea-board terminals, boats on demurrage, waiting to be loaded, almost any kind of grain will grade, but reverse the situation and substitute a plethora of grain at the sea-board and no boats, and you have a condition, when you have scarcely anything that will grade contract. Take for illustration, the grading of the present crop of corn; A certain quality of corn grades number four in Philadelphia and the same quality of corn grades invariably rejected at Baltimore, with a difference of about five cents a bushel in the price. Now, the two cities less than two hundred miles apart. The same quality of corn should bring relatively the same price in any sea-board market, regardless of the name of the grade attached to the inspection certificate. I therefore recommend that this Ass'n endorse the "Mc-Cumber Bill" for the inspection of grain by the National Government, with the hope, if such legislation is enacted into a law, of accomplishing three things, viz:

(a) Uniform grading and the same grade by the same name in all markets under the direction and supervision of the Agricultural Department at Washington, and not have what is termed contract corn in one market under the head of mixed corn in another market of steamer corn. In another a number three grade and still another market having the same quality of corn graded as number Two.

(b) In the second place such inspectors, so appointed, would be free to mete out even handed justice to all. As conditions exist now, inspectors owe their appointments in the first place, and the tenure of their positions all the time, to the members who constitute our Boards of Trade and Chambers of Commerce, with few exceptions.

(c) In the third place, under such system of inspection, the fact that the same quality of grain would be called by the same name in all markets, would do much toward leveling up the prices in all our terminal markets, and this wide variation in the prices we have seen (and some of us have experienced) on this present crop of corn, would disappear.

4th. The fourth recommendation I have to make is in the matter of Reciprocal claims. It goes to the shipping interests of the State have already resulted from the law creating the Railroad Commission, enacted by the last Legislature. The shippers of the state combined to write this law in the statutes of the state, and to none is more credit due than the grain shippers of the state. Now that this law is on the statute books, shall we avail ourselves of the full benefit of its provisions? Under the old order of things, shippers at competitive points and large shipping centers were rarely without adequate car service. It was the shipper at the small station who had to wait till practically all the others were served, regardless of the amount of tonnage he offered, compared with the favored points along the road. It is also the small shipper who is made to pay Demurrage charges when they accrue with no triendly hand to come around and hand them back to him. The more favored shipper at the competitive points or large centers, courts the friendship, good will and business of his neighbor at the small station; is it not right,

therefore, that he should champion his rights in this matter and see that he gets equal justice in the matter of car service. I therefore recommend that this Ass'n instruct its incoming officials to see to it, that such proceedings are taken at the first opportunity as will bring this matter of reciprocal demurrage before the State Railroad Commission for a ruling. In the matter of new legislation now pending in Congress, relative to the enlargement of the powers of the Interstate Commerce Commission, in addition to the part regulation power sought to be conferred, I believe, that all grain dealers should co-operate to have these two additional features added, namely;

(a) The power to say how fast cars of grain and other commodities liable to damage by delay, shall be moved.

(b) The power to compel railroad companies to provide free storage warehouses at terminal markets, with the added responsibility of taking care of the property and keeping it in condition until received by the consignee. I therefore recommend that this Ass'n ask the support and co-operation of the National Ass'n and the State Ass'ns in bringing these provisions to the attention of Congress and the Committees having in charge this legislation.

Secy. J. M. Brafford read his report which was favorably received.

SECRETARY'S REPORT.

Your Secretary entered upon the duties of his office May 1, 1905, after qualifying as successor to Mr. C. B. Riley, who was appointed Secretary of the State Railroad Commission, and who transferred to the present incumbent the property and funds of the association, including the sum of \$442.54, which amount was received and transferred to Bert A. Boyd, Treasurer.

The Financial Report for the year, including that part which Mr. Riley served as your Secretary is:

Cash receipts, all sources, during the year, \$3,660.65; disbursements during the year, \$3,657.41; balance on hand, \$3.24, of which a detailed report is on file.

MEMBERSHIP: The membership of this Association in good standing December 31st, 1905, as classified is as follows: Shippers, 225; receivers, 53; special members, 5. Total members of every class, 283. Additional stations, 102.

MEETINGS.—During the year your Secretary has attended seventy-six local meetings. At the request of the members, your Secretary has made one trip to Chicago, one to Cincinnati and one to Baltimore in company with your President in the interest of the trade. At each of the places the Indiana Grain Dealers' Association organized and its representative accorded proper, hearty and courteous treatment. Your Secy and Pres, accompanied by Mr. A. E. Reynolds and other members of the Ass'n, were in attendance at the Annual Meeting of the Grain Dealers' National Ass'n, at Niagara Falls, and it was with a great deal of pleasure, that we were able to say that Indiana had never been delinquent with the National Ass'n, and that the other States looked to Indiana, as being one of the strongest in membership of the National Ass'n.

CROPS.—The oats and wheat crop was fairly satisfactory to the trade, but the corn crop, while it looked in the beginning to be one of the most promising that the trade had ever entered into, has in reality proved the most disastrous to a great many of our members, and we really believe that if it had not been for the Ass'n, the losses would have been double those that they have been, and we do hope that none of the dealers will allow their losses to cause them to refuse to pay their dues, and discontinue their membership in the State Ass'n.

DIFFERENCES.—We have been able to settle differences at a great many places where local dealers had been in trouble among themselves, but it is impossible for the State Ass'n always to control local conditions, and there will be trouble as long as men are imbued with selfishness and greed, and a desire to get more than they are justly entitled to. In adjusting local difficulties, the State Secy has been under great obligations to neighboring dealers at different places. The fact is, the State Secy can

hardly accomplish anything, unless he has the help and backing of those, who are nearby and vitally interested, and if a few men in a neighborhood will be willing to exert themselves and take a proper interest in the matter, great good can be accomplished.

SCOOPERS—We have used our utmost endeavors to stamp out scoop shovelers. We have never refused aid to any grain dealer, who was regularly engaged in the business, even though they were not paying to maintain the State Ass'n, altho we do believe that any dealer who asks the aid of the Ass'n should become a member of the same. We feel that if there is any man that is an interloper and needs to be treated as a pirate in the business, it is a scoop shoveler, who, with only \$1.50 or \$2.00 invested, can disrupt and destroy the trade within fifty miles of those who have large sums invested in elevator property and grounds for the benefit of the farmers. Some of the railroads have taken the position, that they are bound to serve these leeches, and have really done so, to the detriment of the regular dealer, feeling that he had his house to store the grain in, and that they could take their time in furnishing cars.

The receiver in the terminal markets can greatly help the State Ass'n in stamping out these undesirable shippers, and most of those whom we have taken the matter up with, readily agreed to discontinue bidding them or trading with them. We are sorry to say, however, that some firms take the position, that when the grain is consigned to them, that they are bound under the rules and regulations of the different Boards of Trade to handle the business. Now, we believe this decision is erroneous, because they often refuse shipments from regular dealers, especially, if they feel that the drafts are excessive, and we do not understand why they would not have a perfect right to refuse the shipments of irregular shippers.

Treas. Bert A. Boyd read a report substantiating the financial statements in Sec. Brafford's report and upon motion the report was referred to the auditing committee.

J. W. McCardle called vice-pres. E. M. Wasmuth to the chair and offered a motion that the recommendations suggested in the president's address, and that part of the secy's report other than financial data, be referred to a special committee for consideration, to report at the morning session the following day. Carried.

H. L. Bushnell of Hoopston, Ill., addressed the assembly on "Be Friendly With Your Competitor." In the course of his remarks he said:

BE FRIENDLY.

There are 800 dealers in your state. The future of the prosperity of the grain men of Indiana rests with yourselves and each one has a duty to perform. It is your duty to be fair with your customer, and it is your duty to be fair with one another. You are not in the business for pleasure or for your health; you are in business for the dollars and cents, for the money you can honorably and honestly make.

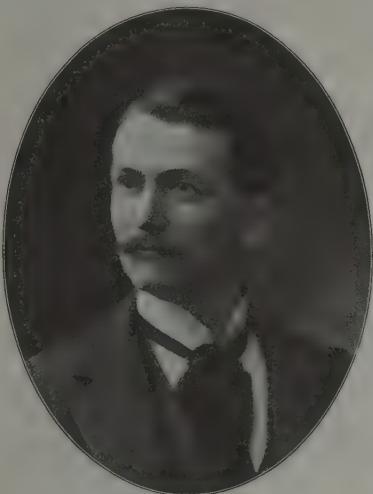
The question is, will you handle the business in such a way that it will prove a blessing to yourself and to the community in which your work is done? believe you will. Day by day the business is getting on a better basis and dealers are coming to understand each other better.

Your motto should be to do unto others as you would have them do unto you, 365 days in the year. Do this and you will avoid all confusion and misunderstanding. Make your fellow dealer your best friend. After all, most of your differences are imaginary and they are made real differences simply because you do not have the confidence of each other.

Unless you do establish friendly relations, as it is called, go on profits grow less, anxiety and suspicion grow as you grow older and you turn out to be an unsuccessful and disagreeable old man. Don't allow anything to keep you from establishing these friendly relations. Conduct your business in a straightforward manner, use no underhanded methods, be honest with your competitor and

these things will make you dollars and cents. We ask no exorbitant margins from the farmer, only a fair remuneration for the capital we have invested. There will be troubles—we have them in Illinois, but we do not let them grow—we adjust them.

You have never invested a dollar that will pay you more money than that you invest in this organization. I hope the



Pres. E. M. Wasmuth, Roanoke, Ind.

organization will grow and that you may be able to interest every dealer in the state in the good work it is doing.

J. W. McCardle read the following suggestions as to a method of increasing efficiency in the inspection of grain in central markets and upon motion the paper was referred to the committee on resolutions:

A CHECK INSPECTOR FOR TERMINAL MARKETS.

Whereas The shippers of grain from this state to the general markets of the country frequently find cause of complaint on account of the grades, as shown by the inspection certificates, constitute the basis of large investments of capital and determine the question of profit or loss in almost every case, and with many shippers, determine the important question of solvency or insolvency.

Many elements have been taken into consideration in the inspection of grain and during periods of liberal movements, the inspection departments of the markets are doubtless unable to give that painstaking care and conservative judgment to each car of grain that the shipper is entitled to have bestowed on his investment of many hundred dollars. The condition of the car should also receive such careful attention as to clearly determine the right of the shipper to recover from the carrier for shortage in weight occasioned by leaks, damage, etc.

The shippers cannot accompany their consignments to the markets and have to depend on the inspection and weights of the departments to protect their investments, all of which is fairly done under ordinary conditions, but the exceptional conditions arise too frequently not to attract the attention of the most conservative, and frequently enough to justify this ass'n in expressing itself on the advisability of seeking some feasible remedy that may give promise of partial relief, if not a complete remedy for all the just causes of complaint.

In the first place it might be suggested that the general markets to which grain from the state is shipped be asked to so modify their inspection rules as to permit a Representative Inspector, selected by this Ass'n to be installed in each market, conveniently located, relative to the office of the Chief Inspector to whom shall be submitted "office samples" of all grain from this state, together with a memorandum of the inspection grade and notation as to the condition of the car etc. If the grain failed to make the contract grade, cer-

tificates should not be issued until the representative inspector had re-inspected the sample and conferred with the official inspector on the subject. If they fail to agree then they should jointly inspect the grain in the car, bin etc. and if they still fail to agree, the same should go to the proper committee or inspection board on appeal under proper provisions as to expense etc.

The representative inspector being recognized as representative of the shippers and in addition to his duties as check inspector, he should make and keep a correct report of the condition of cars that were reported out of condition upon arrival, and report same to the shipper. He should also be recognized as the representative of the shippers of this State in most all matters pertaining to the market in which he operates and assist them in the adjustment of differences growing out of transactions with receivers in such markets, in short, he should, in so far as possible, supply the one element now lacking in such matters, that of the one absent party to all contracts, thus in a measure meeting the requirements of ordinary commercial contracts of having settlements participated in by both parties to the contract.

The matter of the expense of this department should be borne either by the markets that desire the business from this State, or a specific fee of 25c or less per car be charged and collected as other fees are now collected for inspection.

This Ass'n can invite neighboring States that patronize the same markets to join in this arrangement, or the National Ass'n might be utilized.

In submitting this general outline, I do so in the hope that a general discussion may follow by the shippers, shippers, officers and other representatives of the general markets now enjoying a share of the patronage of this State.

And I now move you, Mr. President, that this general suggestion be approved as the expressed sense of this Ass'n on this important question.

The paper precipitated a general discussion of recent poor grades and heavy discounts on corn in central markets. The complaint was general among dealers that discounts had been exorbitant and there was an evident disposition to censure the inspection departments for severity in inspection and favoritism toward eastern receivers. Corn, dealers charged, had been inspected in grades unmerchantable and severe discounts exacted while inspector's reports still verified that the condition of the corn was "cool and sweet; though damp."

Chief Inspector E. H. Culver, of Toledo in defense stated that the inspection departments had absolutely nothing to do with the price of grain or the discounts. Everything possible is being done to conduct the work honestly and fairly. In my opinion the fault lies with the dealer in the selection of poor corn to fill contracts. The corn arrived wet, soft, dirty and heating and could but merit the grade it was receiving. As an instance of unjust complaint I cite an incident with Halliday & Ayers of Greentown. Mr. Halliday came to Toledo and found the corn he had shipped for contract grain in such condition that had he not been positive of the car numbers, he could never have identified the corn as his own shipment.

Mr. Halliday who was present confirmed Mr. Culver's report and stated in addition, that it was his opinion that a solution could be obtained for the trouble by inducing track buyers not to bid for grain so early in the fall, which was heartily applauded.

J. D. Shanahan, Chief Inspector of Buffalo: Nothing would please me better than to have carried out the suggestion made by Mr. McCardle; to have some one to share the responsibility and the odium of our office. It would take some of the responsibility from us and place it

upon a recognized representative of the grain shipper. I do not think the central market would be willing to pay for it—or at least for all of it. In the matter of our work as inspectors, it is our duty to protect both the eastern and the western man. The inspector has absolutely nothing to do with discounts. Now as to the reason this corn is hot and has not graded; I have often wondered at the poor judgment of shippers who express surprise, and wonder why corn does not grade, when it contains from 18 to 20 per cent moisture. The chief source of the trouble is that too many of the farmers house their grain in cribs without any cover. This grain is shelled and marketed. At first sight we can tell that it has not cured, that it is moist or is already in the stage of germination. Another precaution which should be exercised by the farmer is in selecting his seed. The farmer should either properly house his corn and bring in marketable grain or be made to pay the penalty.

E. H. Culver: The Toledo Inspection Depart. will gladly welcome the movement Mr. McCardle suggests. The man may have a desk in my office. We will gladly furnish him stationery or do anything to promote the movement.

O. J. Thompson: I for one am willing as a country shipper to bear at least a part of the expense of this extra man at the central market. We do feel that there is some injustice in an inspection which today makes the grain absolutely safe to the man by whom it is received at the expense of the shipper. Corn that grades 4 today should be graded 4 and not what it will grade several days in the future.

The hour for the noon adjournment brought the discussion to a close.

Wednesday Afternoon Session.

At the opening of the afternoon session President Wood announced the appointment of the following committees:

Resolutions: H. E. Kinney, James Guild, Cloyd Loughry, T. B. Wilkinson, Jas. W. Sale.

Nominations: Bennett Taylor, Chas. Mollett, Chas. Seward, Chris Egly, Thos. Ryan.

Auditing: Percy E. Goodrich, A. B. Cohee, O. Jay.

Constitution and By-laws: J. W. McCardle, P. E. Goodrich, E. W. Phares.

Grievances and Appeals: J. S. Hazelrigg, W. H. Cooper, D. R. Webb, J. P. Shoemaker, A. B. Cohee.

C. J. Pickering read a paper on "Why Millers and Grain Dealers Should be Friendly" from which we take the following:

J. C. Hite, Pres. Indiana Millers Assn., continued the discussion of the subject, urging a more amicable relation between millers and grain dealers in the state. Indiana, is a state of small mills. They are favorably disposed towards the elevator interests so long as their demands are just. A little better understanding would eliminate whatever feeling of unrest is now prevailing. All grain dealers handling flour should handle the product of their own miller and not the imported product. Millers would reciprocate by purchasing at a just price all of their wheat possible from the grain dealer.

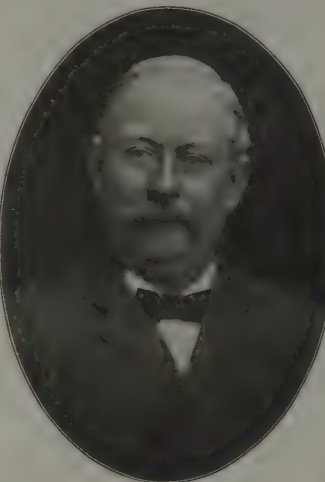
C. E. Nichols read a short paper on "Why It Pays to Arbitrate Rather than Litigate" in which he said:

ARBITRATION VS. LITIGATION.

I had some experience in both arbitration and litigation years ago, before I

was a member of an organization that had an arbitration Com., when it was left to neighboring dealers. The arbitrations were left to men of good judgment in the same line of business, who were familiar with just such transactions as they were called upon to decide, and their decisions were entirely satisfactory, at least to me.

While in the case of litigation, I was sued by a party who I did not think had any case whatever, but after testifying against one another all day long and



Vice-Pres. T. A. Morrisson, Kokomo, Ind.

the case had gone to the Jury, I went home thinking the other fellow had made out quite a case. I never want another law suit if it can possibly be avoided. I mention these facts in my own experience because they go to show that it pays to arbitrate rather than litigate; and then again it is so much cheaper.

I had the honor last year of being Chairman of the National Hay Ass'n Arbitration Committee. That Committee was composed of five members, from as many different states, consisting of two receivers, and three shippers. We were called upon to decide eight cases, I believe, and in each case there was a unanimous verdict. Being a shipper, I am sorry to say that nearly every case was decided in favor of the purchaser, which only goes to show that while the majority of the Comite were shippers, they could see the justice of the case and could decide in favor of the receiver with no partiality.

The Arbitration Committees of organizations of this kind are usually selected, I believe, from widely separated parts of the state, and are supposed to be men of wide experience and good judgment. The differences which are bound to creep in occasionally between the buyer and the seller are usually honest differences, and all either party wants is to do the right thing, but they do not see alike. If you had a difference in which you were sure you were right, would you not rather leave it to five disinterested impartial men who were familiar with transactions of that kind governing such deals, than to a jury, however honest and not familiar with customs?

As to the cost of arbitration, the rule governing the Committee of the Nat. Hay Ass'n. is that each party to the arbitration puts up \$10 and the successful party has his money refunded. Compare that to Attorney fees and Court costs, as well as not having men to decide it for you who are familiar with such transactions.

C. B. Riley continuing the subject emphasized the fact that had arbitration no other merit than that the cases are submitted entirely to the judgment of men experienced in the trade, it would be preferable to litigation. Submitted to litigation, the case may be tried before juries disposed to be fair and just, but in such matters their judgment is not to be

compared with that of men who are thoroughly familiar with the business and all the exigencies of the trade.

A. F. Files in a paper on the subject: "How Can We Assist In Securing Better Weights and Grades in Terminal Markets," presented the following:

E. H. Culver, in a short talk attributed poor cooerage of cars to be an important factor in shortages. Cleats on car doors should be placed on inside instead of outside of door. Most or all doors should be doubled at the bottom. When doors are doubled cleats should not face each other to allow leakage of grain. Sides of cars should receive attention and grain should be kept from behind siding. King-bolts should be carefully sealed. Toledo is planning a chart report of inspection of its cars so that in every instance of suspected leakage, the same will be indicated on illustrated diagram. In the schedule of inspecting corn the following percentages of moisture indicate the Toledo scale of grades: .14—to 16 %—No 3; 17—to 20 %—No 4; above 20 %—No Grade.

J. D. Shanahan: It would seem that there was little chance for mistakes in scales, which are supposed to have their accuracy guaranteed mechanically, but this is a mistake. It is wonderful how a small matter will put a scale out of order and the smallest variation throws the whole weight out considerably. Scales are good, bad and indifferent and the man who buys department-store-scales deserves little sympathy in his troubles. When a man is putting scales in his elevator the cheapest is the best he can buy. They should be of the best reputation and of known quality, to conform to U. S. standards. They should be placed on perfect foundation, be perfectly aligned and then perfectly tested and adjusted. In Buffalo our scales are tested by 120-50 lb. weights, the scales adjusted to these and then the weights replaced by grain and retested. This is done at least 3 times a year which is demanded by the constant shifting and wear to which the scales are subjected. There are many ways in which a man can make a mistake be he ever so honest and careful. The automatic check-weight system is instituted to guard against dishonesty.

In regard to inspection, much of the dissatisfaction is due to the fact that it is almost impossible to get into the car. This is especially true of cars loaded with oats. The inspector must have a fair show to get into the car. Unless he does the chaff and dirt constituting the last run into the car will be taken as the sample and an unfair judgment be passed upon the car.

L. A. Morey, New York: Coorage of cars must be a factor in shortages in weights. Rail shipments from Buffalo to New York average a shortage of 8 bu. per car. Lake and rail shipments, where the railroads keep a special crew for cooeping cars, average a shortage of only 1 bu. per car. The method in loading corn must have something to do with the condition in which it arrives at terminals. Some cars arrive in New York hot in the ends only. They have apparently been loaded with car-loaders which make considerable meal and this when packed with the corn heats it. Every dealer should advise his broker early of the consignment of his grain and give definite instruction "hold for reinspection unless it grades a certain grade."

A. E. Reynolds, former president of the Assn. read a paper in defense of the maintenance of the National Association

from which we take the following:

P. E. Goodrich introduced the following resolution endorsing President Roosevelt's rate-regulation plan; the resolution was adopted and the executive committee later instructed to carry out its suggestions:

WHEREAS, The transportation question, as the same now exists in this country, is of the utmost importance to every citizen of the United States and especially to the members of this Ass'n and their patrons; and

WHEREAS, President Roosevelt has demonstrated his capacity for understanding the situation and the current needs of the people, and has displayed the courage to clearly and forcefully present to Congress his views in urging the enlargement of the powers of the Interstate Commerce Commission, to the end that rates and service of the transportation companies may be reviewed and modified, with the power in the Commission, necessary to enforce its findings and the accomplishment of the purpose indicated. Therefore be it

RESOLVED, That it is the sense of this Association, that the powers of the Interstate Commerce Commission should be so enlarged as to meet the recommendations of the President, and that the Honorable Senators and Representatives from this State be requested to support such legislation, and the Secy of this Ass'n be directed to forward a copy of this resolution to the President and copies to each of the Senators and Representatives from this State.

Wednesday Evening Session.

The night session was given to the hearing of papers on the transportation question. The shippers' point of view was presented ably in a paper by H. E. Kinney, from which we take the following:

TRANSPORTATION FROM A SHIPPER'S STANDPOINT.

The effects on different association members varies in slight degree. Some of the important features affecting the country elevator man are only incidental to the truck buyer, yet, upon the whole, all matters affecting the one, in a way concern the other. We must, therefore, consider the country elevator and the farmer's trade, as the foundation of our business and begin at that point.

To the local elevator man or what we usually term country shipper, is the question of elevator location, leases, etc. The transportation companies have generally formulated what would seem to be a very unworkable lease where, by necessity the elevator or warehouse must be built on company land, forcing lessee to waive all rights of action against the lessor for neglect or refusal to perform duties as common carrier, thereby minimizing the value of his investment, destroying his right of collateral, or basis of credit, by imposing upon the lessee obligations which are almost impossible to carry out—such as, confining of shipments to that particular road, right to cancel on short notice, release themselves from liability of fire or other damage caused by the acts of their employee's control, and release from liability of such houses and business, and at will, to designate them as regular team or hauling tracks, in this way regarding the use and value of elevators, built at great cost to the shipper, for the use and benefit of the railroad. The state railroad commission should be empowered by our Legislature to pass upon the equities of the railroad company and the elevator owner, where elevator is built on railroad company's land.

Shippers who furnish elevator and storage facilities for railroad use, located either on private ground or on railroad land, should be allowed compensation for storage of grain or other commodities pending the arrival of cars ordered for carrying such property.

We most heartily recommend the legalizing of demurrage charges, making the same reciprocal, covering delays in handling at terminal points, especially the switching and delivery of cars, defining what should constitute a reasonable time for service of a general and usual character, compensating the shipper and the carrier alike for all delays. We would also recommend a law for simplifying the recovery of dam-

ages suffered by shippers from deterioration and other losses occasioned by failure to handle consignments properly in car loads. This, we think, should have legislative attention, and our commission should be fully empowered to enforce rules governing the service.

We would urge most earnestly the Interstate Commerce Commission's attention to such rules or laws as will cover unusual delays in the handling of interstate traffic; defining reasonable time for delivery, safeguarding, in some way, the shipper of perishable goods,



Secy. J. M. Brafford, Indianapolis, Ind.

as the humane laws protect the shipper of live stock.

When the railroads accept our perishable corn and have full knowledge of the damages attending delay, they should be compelled to protect delivery, and where delivery cannot be made, run it into an elevator and have it handled as carefully as they would live stock that has been on the road an unreasonable time.

Our grain, when perishable—as new corn always is—and conditions are well understood by traffic and transportation officials—deserves care, never given it, and when accepted for transportation the carrier should accept responsibility of caring for it in a reasonable way. There is no plausible excuse for consuming five to ten days here in Indianapolis, in switching cars of new corn to an elevator for handling and by such delay cause ruin of the property. Neither is there an excuse for allowing cars to stand on side tracks for weeks after loading or to be set out of trains, causing grain to rot, the officials refusing or neglecting to locate by tracing. Numerous instances of this kind have occurred here in Indianapolis within the past two months, where our Belt road is the pride of all our people, and where delays in handling should be at a minimum. This is one of the special hardships of receivers. I have one man whose entire time is taken up in tracing cars, when the movement is at all heavy, and some of his records would surprise you.

We have frequently been told this season, that our grain traffic did not pay as good revenue as miscellaneous freight, therefore we would be furnished no cars so long as they could be used for "house freight" or general merchandise. This discrimination is unjust and I believe the figures will not warrant the assertion that "house freight" pays better, when the cost of handling in and out of cars and other expenses attendant upon its delivery are considered.

The railroads have specialized almost every line of service—four-day stock trains from Indianapolis and Illinois points as well as fresh meat trains on the same schedule; three-day merchandise trains from New York to Indianapolis, with eight-hour trains between Chicago, Indianapolis and St. Louis for merchandise. At the same time they give us fifty-day trains for

new corn, to Boston, forty-day trains for New York or other Eastern points when cars are carded "NEW CORN, PERISHABLE, MUST NOT BE DELAYED." These are not exaggerations. Any of us can cite cases of this season of fifty days to Seaboard when carriers accepted our corn as perishable and gave assurance that it would go through in ten days. We are deserving of better things. We must demand them.

The track buyer is particularly interested in the question of grain rates and adjustment of claims, such as arise from overcharges, damage to property in transit on account of delay, leaky cars and general bad equipment forced upon grain shippers.

Rules effective on some roads compel agents in billing cars, to bill at marked capacity of car, regardless of amount loaded, others at ten percent over marked capacity. Some roads demand loading to ten percent over, others at even marked weight and some roads practice a system of raising rates on shipments of grain to five thousand pounds above contents to insure them full revenue from connecting lines. The result is, overcharges of all descriptions on domestic shipments and long, tedious delays in their collection. Some remedy must be had. Claims for loss or damage in transit are always long-time ones frequently refused on purely technical grounds. Litigation being expensive, many smaller shippers are powerless to protect themselves, while the larger ones often get claims of all descriptions honored promptly as part of the carrier's compensation for business, which is only another name for rebate or concession.

The grain dealer is willing always to pay fair rates. No one complains of the charges prevailing at present, but we do object to frequent changes and uncertainty as to what the rate will be three or ten days hence. Being a business almost entirely transacted on a future shipment basis, the matter of rates is important, not that they be low or high, but that they remain steady. The issue of a "Midnight Tariff," so called, should be a crime. We would recommend that rates during regular seasons for movement of crops, be not lowered or raised at all, making changes effecting only summer and winter schedule, and in no case a change on less than thirty days' publication.

Judge S. O. Pickens, solicitor for the Penn. R. R. discussed the transportation question from the standpoint of the railroads.

Thursday Morning Session.

At the opening of Thursday morning's session Inspector Culver read a draft of proposed inspection rules comparing them with the rules now in force at Toledo and submitted them to the association for consideration. Various minor changes in stipulations as to the grades were suggested for wheat and rye which met with little adverse comment but the proposition to make the Toledo 3 white oats 95 % white met with marked opposition.

L. A. Morey: Other markets allow 7/8 or 87 1/2 % white to be a 3 white oat, and I cannot see why Toledo should stipulate 95 %.

Inspector Culver: Our cereal trade demands a high quality of oats and we maintain a correspondingly high grade of 3 white oats to meet this demand. Certain states may grow the same commodity, the same variety and obtain an entirely different quality. Our 3 white oat caters more especially to the Indiana and Ohio oat and they bring a premium in the market.

J. W. McCordle: I move that Mr. Culver modify his 3 white oats to conform to the New York and Buffalo grades. Motion carried.

A. E. Reynolds: In regard to this association giving an expression of either approval or disapproval of these rules submitted by Mr. Culver, I do not think we should give the impress or the guarantee of the Indiana shippers on a schedule of

Toledo inspection, especially after so little opportunity for consideration. We ought not to go on record as endorsing Cleveland inspection and accept the responsibility of their inspection department. The National Association is working to establish a national uniform system of grades and we must not make the mistake to endorse something now which might stand in the way of the furtherance of such a movement. I stand opposed to giving to Toledo inspection rules the impress of Indiana's endorsement.

J. F. Courcier introduced the following resolution which was adopted:

RESOLVED, That the Indiana Grain Dealers' Ass'n at its Annual Meeting assembled, declare itself in favor of the adoption of uniform rules for the grading of grain and request the Chief Inspectors' National Ass'n to adopt and recommend to the Grain Dealers' National Ass'n such rules as in their judgment will best meet conditions and render the application of the rules effective in every market of the country.

E. H. Culver: The matter has been before the National Inspectors for 5 years and has died there.

C. A. McCotter, Secy. Grain Dealers National Mutual Fire Insurance Co., read a comprehensive paper on "Elevator Insurance and Self-Inspection."

THE INSURANCE COMPANY VERSUS THE ELEVATOR OWNER.

Upon the recent death of Robert Atkinson of Boston, the Boston Fire Underwriters' Union composed of stock and mutual insurance men, passed a fitting memorial, of which the following is the preamble. "To him, more than to any other man, is due the now general belief that it is the duty of fire underwriters to lessen by their advice, influence and business methods the waste of property of the American people through the volume of fire losses." "The method of systematic, building-to-building inspection for the lessening of fire losses through the correction of dangerous defects, was first devised and applied, at the suggestion of Mr. Atkinson." The fitting tribute is mentioned because it was the writings of Mr. Atkinson, that twenty years ago guided and educated the speaker in the principles of mutual insurance, and from which he has never departed.

The proposition of fire insurance, as handled, is on the principle that the insurance company is the medium through which the many make their contributions to be disbursed to the unfortunate few. The underwriting problem is for the insurance company to collect enough to pay these losses and the expenses and dividends. Mr. Atkinson held that the \$175,000,000 fire loss in 1905 was largely a wanton and unnecessary waste of taxable property. If he had addressed the grain men of the country it would have been upon the line that the hundreds of thousands of dollars destroyed annually in country elevators and contents is a loss to the grain trade, pure and simple, and in no way made good by the insurance money collected from others as a tax. The loss is on the individual and the community. The labor and savings of years has been destroyed. The community for a time has lost the facilities for handling and selling grain and often at important periods to the farmers and merchants. The employees are thrown out of work, at a sacrifice to get a new position or to await rebuilding.

Now, instead of merely distributing this calamity of fires over the grain fraternity, as a whole; if the fire insurance company takes upon itself the study of these fires, and the defects which lead to them; and if the elevator owner co-operates and reduces these dangers with better care and maintenance; and if the number of fires are thereby reduced and every \$1,000 thereby saved reduces the cost of insurance to all the policy-holders of the company, then you have mutual insurance. That is the class of insurance we are trying to furnish the grain dealers of the country.

As yet this proposition is new to the grain fraternity. For years, elevator

owners seem to have paid the premium asked, and, in spite of large expenses and dividends, supposed the insurance companies had some mysterious source of funds to pay the losses. They are now recognizing that the property owner pays everything in the premium. They need to go one step further and recognize that the payment of the premium does not put all the load on the insurance companies, with no obligation on the part of the property owner. The insurance company assumes a liability, but the care and control of the property is left with the owner. He and the employees alone are responsible for the fires, and as the amount of losses caused by fires determine the insurance price, then they are the ones who make the insurance cost.

It has been demonstrated that, through inspection and selection, an insurance company can secure better than average results, if only the well kept, well maintained and profitable elevators are accepted. But, as the insurance company's inspector can spend only one or two hours a year at each elevator to note what is being done, the inspector's work will not give the best results that could be secured. The problem of preventing fires is one for the persons, who every day and practically every hour are about the elevators and have full control of their operation.

As stated, in the practice of the past, the insurance company has been interested only in the problem of collecting enough premiums. In the aggregate, to pay any losses, including those due to ignorance, carelessness and even cussedness. The effort of any individual or set of individuals to improve and give better care resulted only in greater profits to the insurance company, if losses were thereby prevented. Under the mutual system there is co-operation between the insurance company and the elevator owner in seeing that the losses are reduced as much as possible for their common profit. This work of inspecting elevators, studying causes and pointing out defects for correction has been the work of the inspectors in the employ of the insurance company. It has given good results and always should be continued. However, the periodical visits of an insurance man is not equal to the same work done by a man continually about the property.

With this idea in mind, the Directors of the Grain Dealers' Fire Insurance Co. of Indianapolis, on Jan. 1, 1905, adopted a system of monthly self-inspection reports to be made by the men in charge of the elevators. The adoption of the system was left optional with each policy-holder, but a credit or rebate was allowed on the assessments for the work involved. The value of the system was not for expert inspections, but through the additional thought and attention given fire dangers, to prevent fires that would otherwise occur.

We have just completed one year with the experiment. While there has been an increase from month to month of those adopting the system, in round numbers 900 elevators have been making monthly reports, and 450 elevators have not. The 900 have had four fires, and the 450 have had fifteen fires, amounting to twice the 900 in amount of loss paid. Insurance men would not accept this record as a criterion for the future, especially as the record is too favorable. Nevertheless, it seems self-evident there is a value in the system, especially, when in connection, there seems to have been a lessening in the losses to amount at risk, with the larger number adopting the system during the last six months.

Anyway, the insurance company has had a lower loss ratio, which means several thousand dollars that will be given back by increased credit for these reports, and with a prospect that the basis of the assessments can be further reduced during the coming year. It is hoped that every policy-holder not making self-inspection reports will take them up for the reduced cost in the insurance. When not only the elevator owner, but the employees as well, co-operate in the reduction of the fire dangers and cost, then the insurance is the company securing that co-operation and fortunate is the elevator owner who can secure insurance in the company.

Jas. W. Sale read a paper on "Why We

Organize" in which he said:

C. A. Burke supplemented the paper with further remarks on the subject in the course of which he laid particular stress upon the urgency of making known to other dealers the work being accomplished by the association.

The committee on nominations recommended to the Association the following: Pres., E. M. Wasmuth, Roanoke; Vice-Pres., T. A. Morrisson, Kokomo; members board of directors, A. F. Files, Muncie, J. W. McCordle, Indianapolis.

The motion to elect the officers named by the nominating committee was unanimously carried.

The committee on resolutions submitted the following report:

REPORT OF COMMITTEE ON RESOLUTIONS.

-To the President and Members of the Indiana Grain Dealers Association: Your Committee on Resolutions beg to report as follows:

We submit herewith and as a part of such report, the paper presented by our President, George C. Wood, for your consideration and endorse the recommendations contained therein.

We also submit the paper of J. W. McCordle on the subject of representation of inspectors in markets for your consideration, and recommend that this paper, together with that of Pres. Wood, to the Board of Managers, with instructions that they take necessary steps to carry into effect the recommendations therein contained.

We urge uniformity of rules in all markets as to time shipments, and recommend, that the National Ass'n trade rules be adopted by them, and be made the rules of this Ass'n.

We especially recommend uniformity in the names and conditions constituting grades of grain in all markets. The different names given to grades for contract grain in various terminal markets being most confusing. We urge most earnestly the national association of grain inspectors, to take up this subject at once, and bring about this reform, believing this preferable to government inspection.

We endorse the action of the Corn School of Purdue University in an effort to improve the character of the seed used by the farmers of the State, and especially recommend legislation suggested by them, guaranteeing purity of seed offered within the State, providing for suitable inspection and penalties for infringement.

We recommend the efforts of the President to bring about reform in consular service and especially recommend to our Senators and Representatives in Congress, co-operation in this matter; and do now endorse the Lodge Bill, as pending before Congress on this subject.

We unhesitatingly endorse the Railroad Commission of Indiana in its efforts to execute the laws and bring about better conditions in all matters of transportation brought to its notice. And would call the attention of all our members to the fact, that this Commission only has power to act upon complaint, when filed by party interested.

The thanks of the Ass'n are due and are hereby tendered to Judge S. O. Pickens for the action he has taken in his views upon transportation question from the standpoint of the railroads.

The thanks of this meeting are due and are hereby tendered to all those furnishing papers and discussing them before us, adding so greatly to the interest and benefit of this Ass'n.

Last and most sincerely we thank our officers for the able management and untiring efforts in behalf of the Ass'n the past year, and especially the work accomplished and perfect arrangement for this meeting, brought about by our able Secretary, Mr. Brafford.

E. E. K. WINEY,
JAMES GUILD,
CLOYD LOUGHRY.

A motion to adopt the report and instruct board of managers to take the necessary steps to carry into effect was unanimously carried.

The following report was received from the Committee on Grievances and Appeals and upon motion was adopted:

REPORT OF THE COMMITTEE ON GRIEVANCES AND APPEALS.

In the matter of a scoop shovel business conducted by the White, Rumsey Grain Co., of Chicago, Ill., operating in the territory of Mr. Bailey at La Crosse, Ind., beginning in October, 1905, and continuing up to the present time, we, your committee, after hearing the evidence of Mr. Bailey, recommend our State Secretary, that he take this matter up with the White, Rumsey Grain Co., also the Grain Dealers Journal; as well as other grain papers published in the interest of the Ass'n, and make every available effort to have the White, Rumsey Grain Co. to withdraw from doing a scoop shovel business at La Crosse, Ind., as well as any other place they may attempt to operate a scoop shovel business.

J. S. Hazelrigg,
W. H. Cooper,
H. C. Clark.

The Auditing Committee confirmed as correct the financial statements in the report of the treasurer and the report upon motion was received as approved by the Association.

Thursday Afternoon Session.

E. M. Wasmuth at the opening of the afternoon session read a paper on "Who is a Scoop-shoveler? Who is a Regular Dealer?" from which we take the following:

WHO IS A SCOOP-SHOVELER? WHO IS REGULAR?

The day has passed when any line of trade can secure a sufficient remuneration for its efforts and keep abreast of other lines of trade, without organization. Every avenue of trade and employment is organized, every city has its numerous organizations of professional men, tradesmen, clerks, artisans, and even common laborers, and these are in most cases allied with national organizations of a like character. This movement is extending and will continue until, with proper governmental restrictions, these organizations will be so perfected as to insure to each of us a fair field and a square deal in any pursuit we desire to follow.

No one presumes to question the right of this method. It is the first law of nature to preserve self and self-interests. The purpose of organization is the benefit of the trade organized in a general sense, and of the members individually. To be effective, the organization must be an organization of people whose interests are similar and mutual.

In the organization of grain dealers, as in all like organizations, it becomes necessary, therefore, to require certain apprenticeship at the trade.

The furniture manufacturers' ass'n requires that a member be regularly engaged in the manufacture of furniture and equipped with necessary facilities.

The retail grocer ass'n requires that its members operate stores where groceries are offered for sale, and naturally no street vender with a basket full of merchandise belonging to a supply house, would be admitted to membership.

Grain dealers' ass'ns, in a general way, require that members shall be regular grain dealers, and out of this qualification of being regular dealers, there arises a possibility of a difference of opinion. Who is a regular dealer and who is a scoop-shoveler?

In a general sense, a scoop-shoveler is one who handles grain without any equipment other than that required to scoop grain from the farmers' wagons into cars. In some cases, such dealers are considered regular, however, and are admitted to membership. The circumstances which admit of him being termed regular being that he be located where there is no equipped dealer and that his business be so managed as not to interfere with dealers who have equipment. In all cases where there are two dealers at a station, one being equipped and the other not, ass'ns are justifiable in recognizing only the former, even though he be the last one to locate at the station. In my opinion, the following are the most important qualifications determining a dealer as regular.

That he should have the necessary amount of equipment for the handling of the business at his station. This would depend somewhat on the requirements of his station, but ordinarily should consist of some kind of power

for handling, bins for storing, and machinery for cleaning and preparing the grain for market. It is of vital importance to the farmer that he should have a market where he can dispose of his grain in whatever condition it may be in when threshed and this can only be furnished him by a modern elevator. But no man or firm with an investment in such equipment, can successfully compete with a buyer without any investment on grain that is ready to load for market.

Then he should operate his house through the entire year and be ready to purchase grain whenever it is offered. No one should be considered regular who attempts to get a portion of the business through the threshing season when the movement is heavy and stays out or follows other pursuits when the business is light and scarcely pays expenses. There is use for and need of grain elevators and grain dealers, and fair competition is also needed and should be welcomed, but unfair competition is not wholesome to the dealers nor to their customers.

These qualifications and one other, which I consider is also important, are the questions to be asked by the grain dealers ass'ns before admitting a man or firm to membership. This last important qualification is that the party be honestly engaged in the business with a desire for profit. It would seem unnecessary to consider this, as the natural inference would be that a firm engaging in any pursuit, would do so only for gain, but it is a fact that there are localities where grain is handled by parties engaged in handling merchandise, with the sole apparent purpose of bringing the grain seller into their place of business without his money being a direct inducement to legitimate grain dealers and should not be countenanced.

There is often much strife engendered by farmers' elevator companies and sometimes they are denied membership. I have no sympathy with the idea that an elevator operated by a company of farmers should not be considered regular, provided they engage in the business with the honest purpose of handling grain for profit, but I would not admit any such firm or corporation if they exact a penalty of their members for selling to other dealers. The most commendable purpose of ass'ns is an effort to preserve a fair field and allow no favor, and in all cases this should be insisted upon.

Keeping the above qualifications in mind, ass'ns should admit all comers to membership, as with such investment for equipment as such a dealer engaging in the business, no objection can be reasonably made to any member or members of a firm or any stock holders of a corporation.

Now, as to the scoop-shoveler. He is a scoop-shoveler who engages in business without equipment in competition with regular dealers who are equipped. He is a scoop-shoveler who purchases his grain in carloads, or otherwise, of farmers or intermediate buyers, to be loaded on cars at country stations in close proximity to stations regularly equipped.

Many dealers who operate houses, also do track buying, and too often they are found furnishing money for farmers or others not regularly engaged in the business to buy grain from their neighbors and load it on cars. This is one of the most unfair practices a dealer can engage in and is utterly demoralizing to legitimate trade. A dealer who practices it should be classed with the scoop-shoveler he fosters, and should not be recognized by dealers ass'ns.

The farmer who loads his own grain in cars and ships it to a commission man or elsewhere, ignoring his local dealer, is a scoop-shoveler. His local dealer is as much a shoveler as the handling of his grain and a reasonable profit on the same, as the farmer is entitled to the fruits of his labor.

He is a scoop-shoveler who handles grain without profit or for the purpose of building up or retaining some other line of business, and he should be so regarded by all.

He is a scoop-shoveler who does not operate a house twelve months in the year, for in the state of Indiana, at least, there is no county I have heard of, where there is not some grain to market at all times of the year, and the well meaning dealer should be at his place for every business day, ready for all comers.

Charles S. Clark of Chicago continued the discussion of the subject.

S. D. Bailey complained of a Kankakee receiver—the White & Rumsey Grain Co., whom he charged with coming into his territory and scooping grain, and asked if any thing could be done to induce the grain dealers journals to publish the offenders.

It was shown that it would not have been in the interest of the trade at large to have done so until the Ass'n abandoned its efforts to bring about an amicable settlement, in fact it would have handicapped the Sec'y in his efforts.

P. E. Goodrich introduced the following resolution which upon motion was adopted:

RESOLVED, That the Board of Managers be authorized and instructed to co-operate with other trade organizations in preparing and presenting a case to the State Railroad Commission, covering the car service and demurrage rules as now enforced in this State by the Railroad Companies and to seek to bring about a reciprocal rule, whereby the shippers will be able to exact service from the railroads or recover a penalty for failure to furnish equipment, and move cars after loading.

C. B. Riley submitted the following resolution which was unanimously adopted:

WHEREAS, One of the great sources of trouble, financial loss and disaster falling to the country grain dealers is the direct result of contracting for grain ahead of the time it is ready for delivery, and the sale of the same before it is received or ready for delivery; therefore be it

RESOLVED, That it is the sense of this meeting that such practices should be abandoned and that track buyers and other receivers should co-operate with this Ass'n in its effort to break up this dangerous and unprofitable practice.

J. W. McCord read the following resolution which was adopted:

RESOLVED, That reliable information has been received by this Ass'n that White-Rumsey Grain Co., of Chicago, has been scoopers at La Crosse, Ind., and it is the sense of this meeting, that a thorough investigation be made, and if such actions by said firm is found to be true, that the same be condemned as a menace to the regular grain dealer.

A. E. Reynolds reported an unsuccessful attempt to obtain adjustment of differences with Kinsey Bros. of North Manchester by arbitration and appealed to the Association for the expulsion of Kinsey Bros. The matter was referred to the Executive Committee.

J. F. Courcier, S. W. Strong and J. W. McCord, secretaries respectively of the National, the Illinois and the Ohio Ass'ns, were introduced and expressed felicitations in behalf of their organizations.

The chief event of the afternoon came in the lecture by Prof. G. I. Christie of Purdue University on "How Can the Grain Dealer Assist the Farmer in Raising in Indiana a Corn that Will Mature?"

ASSIST IN PROCURING CORN THAT WILL MATURE.

I am glad of the opportunity to talk to a body of men who, in my opinion, are of all men in the best position to do the most towards improvement in grain production. In Indiana, dealers seemed as yet to have not realized their position, their opportunities for help in the movement. In Iowa much has been done with immense practical results by the State University, but the real progress in the work did not come until the grain dealers became interested in the movement. Now, almost every dealer's office is a corn laboratory, a place where farmers gather to discuss corn, and where experiments in tests of individual ears are made. It has become the headquarters of the corn interests in developing a corn most productive and best adapted to that locality.

(With the aid of charts upon which were tabulated the statistics compiled from actual observations made from

growing crops, Prof. Christie showed that by the selection of regular, uniform seed the stand of corn was remarkably increased; that the tips and butts of the ears and all irregularly grained corn should not be used for seeding purposes because no planter discs can be adjusted to drop regularly irregular grains.)

The problem of obtaining pure seed is an especially serious one for the farmers of Indiana for the coming year. Little of the corn this year is standing the germinating test and special vigilance should be exercised in the selection of seed. The farmer should be positive that every ear put into the ground will grow. This means an individual ear test. The grain dealer should arrange to conduct tests in his office. Construct a simple germination box and encourage farmers to bring in their grain to be tested. He might distribute thoroughly tested seed himself. It has been tried by other dealers and the financial returns in the end have always more than justified the experiment. Dealers are in a position to know where in their community the best seed may be obtained. They may, by being so actively engaged in the pure seed movement, be able to influence a large number of men now furnishing the markets poor corn, who could be reached by no other means; they are often the class who neither read nor heed the bulletins sent out by state institutions, nor can be interested by farmers' institutes. The grain dealer can do more than any other agent cooperating with the state universities in this work and in every move that is made by the dealer the state experimental station is behind him for help and advice.

The heartiest of applause greeted Prof. Christie at the close of his address and the following motion offered by Jas. W. Sale was unanimously carried:

RESOLVED, That this Ass'n tender its thanks to Prof. Christie for his able address on the improvement of corn growing and pledge to Purdue University our hearty cooperation, as an Ass'n, in disseminating the valuable information now being obtained through the experiments conducted at the University.

Prof. Christie stated to the Association that in the State Legislature's budget of appropriations, \$2500 had been allotted to crop experimental work at Purdue University while the dairying interests and other agriculture work had each received \$5000 and it was his view that the crop experimental work merited a larger appropriation.

In accordance with Prof. Christie's suggestion, J. M. Brafford offered the following resolution which was unanimously adopted:

RESOLVED, That this Ass'n endorse the Legislature in the recent appropriation of \$2,500 for crop improvement, and that the Indiana Grain Dealers' Ass'n ask the next Legislature for an appropriation of at least \$5,000, to be used by Purdue University for crop improvement experiments.

E. H. Young of Evansville introduced the following resolution, which, after considerable discussion was submitted to the vote of the association and adopted:

RESOLVED, That it is the sense of this organization, that the discounts prevailing this season at Baltimore on the grades of corn above rejected, are unjust, unfair and entirely unnecessary for the maintenance of Baltimore as an export market.

Previous to adjournment, short addresses expressing their appreciation of honors and pledging earnest effort, were made by President-elect E. M. Wasmuth and vice Pres.-elect T. A. Morrison.

Convention Notes.

Boston's representative was Geo. F. Reed.

The Grain Dealers National Ass'n was represented by its Secretary, John F. Courcier, the Illinois Ass'n by Secy. S. W. Strong, Pontiac, and the Ohio Grain Dealers Ass'n by Secy. J. W. McCord, Columbus.

St. Louis was represented by Chas. F. Beardsley.

The only elevator builder present—N. A. Grabill, Daleville, Ind.

Ex-Secy S. B. Sampson was welcomed by many old time friends.

New York was represented by L. A. Morey of Jones & Morey Co.

Michigan representatives were: Wm. Carson, Detroit; W. E. Shelden, Jackson.

None of the dealers stopping at headquarters discovered the reduction in hotel rates.

Baltimore representatives were D. Y. Huyett, rep. Thos. H. Botts & Co.; and Oscar M. Gibson.

The Railroad Commission of Indiana was represented by its Secy, C. B. Riley of Indianapolis.

Buffalo was represented by M. B. Pratt, Pratt & Co.; T. J. Stofer, Alder & Stofer; A. T. Ward, Burns Bros.

The Chicago Commercial Assn. Bureau of Conventions was represented by the Secy.-Gen'l Manager, Curt M. Treat.

The machinery and supply trade was represented by H. W. Caldwell, Barnard & Leas; A. S. Garman, Huntley Mfg. Co.; J. W. Sturges.

The Indiana Millers Assn. in session in the city Thursday, kept several millers who are also dealers, from attending the second day's meetings.

Listening to grievances against inspection at the meetings were Chief Inspectors E. H. Culver, Toledo; Wm. Greimer, Indianapolis; and J. D. Shanahan, Buffalo.

From Illinois were W. F. Banta, Ridge Farm; A. M. Blythe, Gays; H. L. Bushnell, Hoopston; R. F. Cummings, Clifton; H. N. Knight, Monticello, and F. W. Voris, Neoga.

During Thursday's noon intermission, the Board of Directors held a short meeting at which Secy. J. M. Brafford and Treas. Bert A. Boyd were elected for the ensuing year.

The Indiana Lumbermen, Indiana Engineers Assn., Indiana Millers Assn., Indiana Grain Dealers Assn. and National Miners Assn.,—all in session in Indianapolis on Thursday.

Toledo's delegation consisted of J. F. Jaeger, of J. F. Zahm & Co.; K. D. Keilholz, of Southworth & Co.; John C. Keller, rep. C. A. King & Co.; John A. Rice, United Grain Co.

Dealers from Ohio at the meeting were: C. E. Bear, Hicksville; E. A. Grubbs, of E. A. Grubbs Grain Co., Greenville; D. W. Jay, St. Marys, and J. W. McCord, of McCord & Kelly, Columbus.

Cincinnati's delegation consisted of A. C. Gale, P. M. Gale, Gale Bros. Co.; C. S. Emrick, Interstate Grain Co.; H. H. Hill, Southern Grain Co.; Chas. Manthey; S. L. Mitchell, Metzger-Hill Co.

Souvenirs were numerous and useful. Sam Finney distributed large paper clips which every recipient was glad to hang onto. L. R. Doud, inspector for the Grain Dealers Nat'l Mutual Fire Ins. Co., gave everyone a pencil with celluloid holder. John Keller, representing C. A. King & Co., brot a bountiful supply of good cigars and everyone bore the label "Boy Solomon." John W. McCardle distributed handsome round-cornered seal pocket books lined with morocco. Every dealer not susceptible to the charms of the tele-

phone girls was able to wear a Grain Dealers Journal ear of corn thru out the meeting.

The Chicago trade was represented by Arthur R. Sawers and by O. T. Hulburt, (Hulburt, Warren & Chandler). Mrs. Hulburt accompanied her husband on a pleasure trip to the Hoosier Capital.

Indianapolis dealers in attendance were B. A. Boyd; J. M. Brafford; W. H. Cooper of Cooper & Oddy; J. T. Gehring; J. L. Green; W. J. Mercer, H. E. Kinney; G. C. Bosley, J. W. McCardle; F. E. McComb of Finch & McComb; B. B. Minor; F. M. Murphy; W. E. Jarboe, W. J. Riley of W. J. Riley & Co.

Among dealers of the state who were in attendance were: I. A. Adams, Bunkerhill; W. H. Aiman, Pendleton; R. Alexander, Buck Creek; R. W. Allen, Darlington; P. O. Apple, Oaklandon; G. L. Arnold, Bluffton; C. A. Ashpaugh, Scircleville; S. D. Bailey, Wanatah; E. W. Ball, Rushville; C. M. Barlow, Kokomo; W. H. Bassett, Kirkland; J. C. Batchelor, Sharpsville A. E. Betts, Frankfort; G. M. Bishop, Walton; O. M. Bishop, Williamsport; J. M. Bosley, Milroy; H. O. Boldt, Hanna; W. E. Brown, Pendleton; M. C. Burt, Morristown; H. C. Clark, Lebanon; A. B. Cohee, Frankfort; H. L. Combs, So. Whitley; M. L. Conley, Frankfort; L. Connarroe, Colfax; J. M. Coucher, Bennetts Switch; B. F. Crabbs, T. C. Crabbs, Crawfordsville; C. F. Davison, Bluffton; J. C. Dewees, Kokomo; T. A. Doan, Ossian; W. H. Dunn, Mt. Comfort; C. G. Egly, Berne; A. F. Files, Muncie; E. M. Fisher, Needham; G. W. Friday, Idaville; F. B. Fox, Tipton; W. S. Fries, Greenfield; H. M. Freeman, Dayton; A. Gardner, Cottage Grove; P. E. Goodrich, Winchester; W. A. Goings, Richmond; J. N. Gordon, Summitville; J. R. Guild, Medaryville; S. J. Haines, Petersburg; H. G. Harting, Elwood; D. E. Harrington, Otterbein; W. C. Hart, Kitchel; A. W. Haycock, Bruce Haycock, Sims; J. S. Hazelrigg, Cambridge City; J. K. Hinkle, Jamestown; Glen Holland, Cassville; John Holland, Greentown; J. R. House, Hobbs; Jno. Howell, Cammack; E. Hutchinson, Arlington; C. Jackson, Falmouth; F. W. Kennedy, Shelbyville; H. Kerlin, Delphi; W. V. King, Franklin; H. Kinsey, North Manchester; C. Loughry, J. E. Loughry, Monticello; W. B. Lynch, Darlington; B. R. MacElvain, Lawrenceburg; C. S. McCoy, Liberty; C. S. Miller, Elwood; S. A. Miller, Mulberry; C. W. Mollett, Frankfort; H. H. Montman, Delphi; T. A. Morrisson, Kokomo; C. F. Naber, No. Manchester; Wm. Nading, Shelbyville; A. L. Nelson, Montpelier; C. E. Nichols, Lowell; J. J. Overmyer, Kouts; F. Pagett, Fowler; E. W. Phares, Tipton; C. J. Pickering, Middletown; A. H. Plummer, McCordsville; B. Price, Crawfordsville; F. A. Prince, Lebanon; A. E. Reynolds, Crawfordsville; T. J. Ryan, Delphi; J. E. Ryburn, Glenwood; J. W. Sale, Bluffton; J. L. Schalk, Anderson; M. Schnaible, Lafayette; C. F. Seaward, Kokomo; Chas. Sharp, McGrawsville; C. W. Sims, Frankfort; J. H. Smith, Hillisburg; J. J. Snodgrass, Hillisburg; E. K. Sowash, Middletown; A. G. Stall, R. Stall, Thorntown; T. O. Stanley, Lyons Sta.; J. H. Stewart, Manson; H. T. Stout, Crawfordsville; D. Studebaker, Bluffton; B. Taylor, La Fayette; D. H. Taylor, Washington; O. J. Thompson, Kokomo; D. E. Thornburg, Martinsville; V. Trantman, Medora; D. Unger,

Russiaville; E. M. Wasmuth, Roanoke; A. N. Wellington, J. W. Wellington, Anderson; J. C. Wilson, Russellville; J. W. Witt, Lebanon; Geo. C. Wood, Windfall; E. H. Young, rep. W. H. Small & Co., Evansville.

Adulteration of Gasoline.

BY R. F. MOORE.

The declaration recently made by one who was for 29 years a trusted employee of the Standard Oil Co. at Decatur, Ill., that the inspection of oil conducted regardless of the provisions of the strict Illinois law, has been a farce, shud place all buyers of oil on their guard against attempts to palm

flashing point of gasoline is 10 to 14 degrees Fahr.; and it is only on a cold winter day that the oil could be cooled to bring it down to a point where this test could be applied.

Gasoline is tested by measuring its specific gravity. A tall glass is partly filled with the oil to be tested and an instrument known as an hydrometer is floated therein, the depth to which the instrument sinks varying as the oil is light or heavy. The method of its use is illustrated in Fig 1 herewith. This gravity test fixes the price of the oil in the markets of the world without reference to its value as a fuel in explosive engines, and herein is the opportunity for the unscrupulous dealer to defraud.

Unfortunately for the consumer two different standard hydrometers are in use in testing gasoline. In speaking of gasoline as testing 68 degrees, 72 degrees and 76 degrees the oil dealers as well as the newspapers giving the daily quotations refer to the test by the hydrometer marked with the Beaume scale. Writers of gasoline engine books and some dealers in oil use the specific gravity scale in naming the test.

When the consumer demands a gasoline showing 68 degrees test it is easy for the crooked dealer to produce a hydrometer, warranted accurate, and showing the oil in question to test 68, when as a matter of fact the test is 75 degrees Beaume, a quite inferior quality for the gasoline engine.

Both scales are shown in Fig. 2 herewith, B representing the Beaume and S G the specific gravity hydrometer. Beaume 10 corresponds exactly to 100 specific gravity and 68 Beaume is approximately 70 degrees S. G. The fact that the scales run in opposite directions up and down the tube and nearly coincide at about the test of gasoline adds to the confusion and aids the manipulator of the test.

Gasoline engines of improved design will run successfully on a poor grade of oil, but because he has no trouble with the engine is no reason why the grain dealer who operates a gasoline engine in his elevator shud pay a big price for an inferior oil in the belief that it is the best he can buy.

Strange tho it may seem, yet it is true that the cheaper oil is the best for the gasoline engine. When oil testing 68 Beaume is selling at 10 $\frac{1}{2}$ c per gallon, oil testing 72 Beaume is selling at 13c per gallon; and the oil testing 68 Beaume actually gives more power in the engine per gallon than the more costly grade. A good authority estimates that stove gasoline testing 68 Beaume or .70 spec. grav. will give 3 to 5 per cent more power than oil of 75 Beaume or .68 spec. grav. The heavier gasoline, that testing 68 Beaume, is said to contain more carbon, which imparts energy to the explosion in the engine cylinder.

Hydrometers for testing gasoline are sold at about 60c apiece by the dealers in chemical apparatus. The grain dealer who will provide himself with one of these instruments and test the oil he purchases will not be guilty of paying 13c for oil of 75 degrees B. when he can buy better oil at 68 B. for less money. Cases are on record where gasoline engine operators have been using an oil of 75 B., for which they were paying 13c, but which actually made their fuel cost 15c per gallon on account of its inferior quality, which was unknown to them.

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Jan. 26 have been 170,829,000 bus., compared with 158,281,000 bus. for the corresponding period of last season.

Corn receipts for the present crop year prior to Jan. 26 have been 109,208,000 bus., compared with 101,709,000 bus. for the corresponding period of last season.

Philippine Imports and Exports.

Philippine imports of breadstuffs during the 8 months prior to Sept. 1, 1905, were 96,936 bus. of grain and 118,016 barrels of wheat flour; compared with 67,020 bus. of grain and 125,918 barrels of wheat flour during the corresponding months of 1904.

Hay imports for the 8 months were 5,121 tons; compared with 2,813 tons for the same months of 1904.

Rice imports for the 8 months were 377,397,938 pounds; compared with 411,049,732 pounds for the same months of 1904.

Imports of beans and peas for the 8

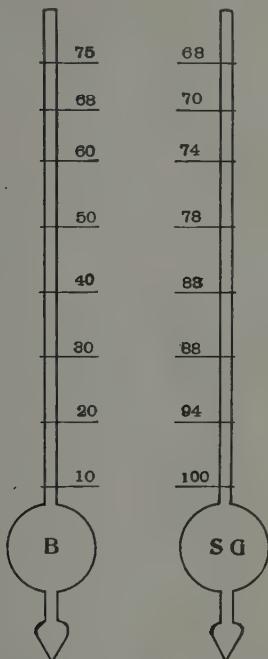


Fig. 2. Scales of Beaume and Specific Gravity Hydrometers for Testing Gasoline.

off a poor quality of oil at a high price.

It is said that some of the independent oil refiners are greater offenders than the Standard. One independent company is falsely representing its gasoline to be of a certain test, when actually its oil falls several degrees below the quality specified.

Adulteration of oil by the addition of water is easily detected by the eye. As much as 5 gallons of water has been observed in a barrel of gasoline.

Dishonest sellers of oil find their largest opportunity to defraud in misrepresenting the test of their oil, a difference of a few degrees in the test making a difference of almost as many cents in the market value of a gallon of gasoline.

The gasoline test is quite different from the kerosene test. Kerosene is tested by placing a small quantity in a kettle containing a thermometer, touching a light to the spout and noting the temperature of the oil when the heat has risen to a point where the oil vapors ignite. This degree of heat for ordinary illuminating kerosene is 150 Fahr. Application of this test to gasoline is impracticable for the reason that gasoline gives off inflammable vapors far below common temperatures. The

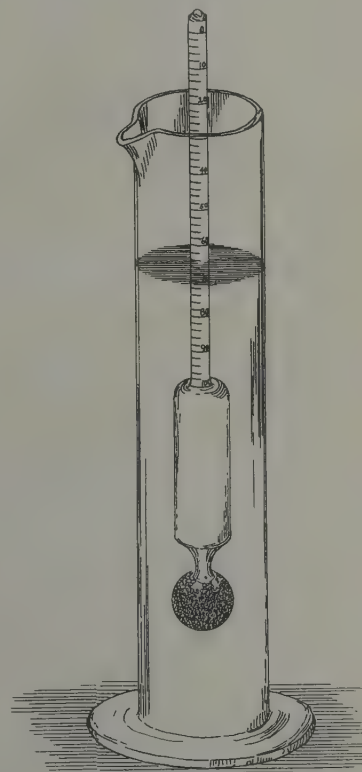


Fig. 1. Hydrometer and Glass for Testing Gasoline.

months were 37,226 bus.; compared with 27,806 bus. for the same months of 1904.

Exports of hemp for the 8 months were 88,383 tons; compared with 79,338 tons for the corresponding months of 1904, as reported by the War Department.

No crop report is issued by the government in February.

Grain Trade News

ARKANSAS.

Forrest City, Ark.—The warehouse of the Nimock-Stevens Co. burned Jan. 10 and most of the grain and grocery supplies stored in the house were damaged. Loss on contents nearly \$46,000; insurance \$26,000.

CALIFORNIA.

San Francisco, Cal.—Thos. C. Berry, formerly with H. F. Allen & Co., has engaged in business on his own account and is doing a grain and flour brokerage business.

San Francisco, Cal.—Edw. A. C. Dugan has severed his connection with Balfour, Guthrie & Co. after having been with the firm for 26 years, and for several years supt.

San Francisco, Cal.—Barnard & Bunker will on Feb. 1 succeed the W. C. Barnard Co., Edw. A. Bunker having purchased a half interest in the business. The grain department will be under the charge of Mr. Barnard and Mr. Bunker will have charge of the bean department.

CANADA.

Gladstone, Man.—Morton & Pearson are out of the grain business.

Montreal, Que.—A Buffalo bucket-shop having 5 branches at this city recently failed.

Midland, Ont.—Robert J. Leitch was killed instantly Jan. 9 at the new Grand Trunk Eltr. He was assisting in putting the roof on the cupola and fell to the ground, a distance of 80 feet.

Winnipeg, Man.—The grain growers are giving the seed selection train a very warm welcome. Altho the train ran on schedule time crowds in every case were waiting to hear the lectures.

Berlin, Ont.—The Board of Trade has adopted a resolution that the most drastic legislation be introduced against bucket-shops, and a copy is to be forwarded to the attorney-general.

Calgary, Alta.—The grain inspected at Calgary during the 3 months prior to Jan. 1 amounted to 140 cars of winter wheat, 95 cars of spring wheat, 306 cars of oats, 55 cars of barley and 5 cars of rye. This includes only Calgary and western shipments.

Toronto, Ont.—The suit of the Northern Eltr. Co., of Winnipeg, against the Lake Huron & Manitoba Milling Co., of Goderich, to recover \$10,000 damages and costs for 10,000 bus. of wheat, claimed to have been wrongfully converted, has been withdrawn and an action brot on different grounds.

Quebec, Que.—The C. N. Ry. Co. has arranged with the Quebec Transport Co. to handle its grain exports next season from Quebec to European ports. The C. N. Ry. will ship grain for Quebec over the G. N. and Quebec & Lake St. John Rys. until the branch line from Garneau junction is completed.

Quebec, Que.—The case of the city of Quebec against the owners of the Great

Northern Eltr. was taken up again recently and is now under advisement by Judge Dery. The eltr. has been taxed at an annual rental of \$12,000, which has not been paid for several years. The defendants claim the house is of little value, and is not in use.

Montreal, Que.—Reports received by the Trade and Commerce Department at Ottawa, show that 10,000,000 bus. of grain went to Buffalo last season from Western Canada, compared with 4,000,000 for the previous year. The principal cause of this increase is that the Canadian facilities were not adequate for handling the grain thru to the seaboard.

Winnipeg, Man.—A demonstration was made of a new door for grain cars Jan. 13 in the board room of the Grain Exchange by the owners of the patent, Thomas & Day, of Kenora. The door is divided into 2 sections, the lower half, which swings out to unload the grain, being controlled by a lever. The C. P. and C. N. Rys. are to make a test of the door, each road to have a car equipped for shipping wheat.

Ottawa, Ont.—The Transportation Commission recently recommended grain storage at Montreal for 8,000,000 bus. The routes recommended for consideration to the government are the lakes to Depot harbor and the Grand Trunk and Intercolonial to the tide-water, the Midland, the Grand Trunk and C. P. R. to Montreal and the all-water route via the Welland canal or, if built, the Georgian Bay canal.

Winnipeg, Man.—The 18th annual meeting of the Grain Exchange was held Jan. 10. Capel Tilt, local manager for James Carruthers & Co., of Montreal, was elected pres., W. J. Bettington, vice pres. and C. N. Bell, secy. Council—A. R. Hargraft, G. R. Crowe, W. A. Black, R. Muir, John Love, John Fleming, J. C. Gage, Hugh N. Baird, Bruce McBean, W. L. Parrish, J. G. McHugh. Board of arbitration—S. Spink, G. R. Crowe, F. Philipps, John Love, F. N. McLaren, D. Morrison, W. A. Matheson. Committee on appeals—S. P. Clark, W. A. Anderson, W. A. Black, George Bingham, A. R. Hargraft, A. Reid, W. W. McMillan. In connection with the establishment of a terminal clearing house the committee reported: "The method proposed was to have a good responsible manager with an efficient staff at Fort William whose duty it would be to attend to all inward receipts and outward shipments with power to order any one eltr. to deliver complete cargo to a vessel, and by so doing avoid friction and loss of time in vessel moving from one house to another. In addition to the office in Fort William it was proposed that an office should also be maintained in Winnipeg with the duties of taking over all documents and receiving from the Fort William office all expense bills, weight certificates, etc., and attending to the proper and prompt distribution to the grain trade in Winnipeg. John Love, the retiring pres. read a very interesting report on the work of the past year. The roll now shows 229 active and 16 associate members.

CHICAGO.

The annual sale of sample tables is to be held at 2:30 p. m. to-day.

Jas. D. Clarke, formerly with the Harris, Scotten Co., has gone with Geo. H. Daggett & Co.

The ballot on the doubling of the commission rate has been postponed from Jan. 25 to Feb. 15.

Earl H. Prince, the former Board of Trade operator, was discharged in bankruptcy Jan. 9 by Judge Betha.

The War Department has unofficially refused to sanction delay by the city of Chicago in removing the tunnel obstructions under the river.

The first grain handled on the line of the Indiana Harbor Ry. was shipped Jan. 22 by Mrs. Jennie M. Conrad to Arthur R. Sawers at Chicago.

One of the big private wire houses is said to pay its pit traders \$22,000 a year in salaries, which on a brokerage basis would be increased to \$120,000.

The old Galena Eltr., recently purchased by the Chicago & Northwestern Ry., is being taken down by the Western Wrecking & Lumber Co.

The directors of the Western Grain & Eltr. Co. declared Jan. 10 a 6 per cent quarterly dividend upon the outstanding preferred stock of record, payable Jan. 15.

Chas. E. Burt, who was charged with complicity in a plot last summer to rob his former employers, Bartlett, Frazier & Carlington, was discharged Jan. 16 by Justice Eberhardt.

The custom which permits public warehousemen to deal in grain stored in public eltrs., contrary to the spirit of the law, is just now having its vicious effects illustrated.

D. T. Hammond, a small trader on the Board of Trade, caused a small flurry recently by failing to clear, but a notice was soon posted that he had made good his obligation to the clearing house.

Chas. Carhart, a former prominent wheat trader, is said to owe \$50,000 and his membership in the Board of Trade has been ordered canceled by the directors for nonpayment of the special \$25 assessment.

An amendment to the rules of the Board of Trade requiring receivers to charge interest on advances made to country shippers of grain has been requested by cash grain firms in a petition to the directors.

The transportation committee of the Board of Trade Jan. 16 adopted a resolution protesting against the unsettled state of export rates on grain from the Missouri River and demanding that the railroads fulfil their promises of a year ago.

At a recent meeting of the Clothing Manufacturers Ass'n resolutions were passed declaring that the new and advanced rate of exchange established by the Chicago Clearing house is exorbitant, and unjust to the business interests of Chicago.

The offices of the Nash-Wright Co., Ware & Leland, Rosenbaum Bros., the J. Rosenbaum Grain Co., and other offices in the Postal Telegraph building were entered Dec. 14 by burglars, who secured a small amount of money and stamps from desks which were broken open.

E. A. Hamill was appointed treas. of the Board of Trade at the meeting of the board of directors held Jan. 23, and Geo. M. Reynolds was chosen treas. of

the Board of Trade Clearing House. Samuel Powell is to continue in charge of the clearing house, with J. F. Lee as assistant mgr.

"There are plenty of people willing to speculate in grain in the country when the markets offer any inducement. The fluctuations in coarse grains of late have been so small that it has been difficult to execute limited orders, of which we have a good many each day."—H. H. Randolph.

The "Bohemians" of the Board of Trade held their monthly banquet Jan. 22. This organization is composed of about 100 of the younger members of the Exchange, principally pit traders and 30 new members were initiated at the banquet. Edw. G. Heeman was active in arranging for the affair.

Marshall Field, a member of the Board of Trade since 1873, died Jan. 16 in New York City. At a special meeting of the directors Jan. 17 a memorial of sympathy was adopted and sent to the family. On the day of the funeral, Jan. 19, the session of the Board of Trade was adjourned at 12:30 p. m. instead of the usual hour.

"The move to advance the commission rates on grain is a step in the right direction. Everything else has gone up the last few years except rates for buying and selling grain, and it costs half as much now to make collections through the banks for sales of grain as it does to put the grain through eltrs. The new rates of the banks for collections amount to 1-32c to 1-16c a bu."—James G. Martin.

Grain shippers are making a general protest against the new collection rates on out of town checks. One shipper had to pay \$37.50 for collecting \$28,000 for grain sold in the east, which amounted to about 1/4 of the profits on the business. Threats of criminal prosecution made by the Illinois Manufacturers Ass'n are said to have caused the Clearing House Ass'n to rescind Jan. 16 one of the rules prohibiting its members from receiving checks on banks that have not agreed to make the charge.

The directors of the Board of Trade have reappointed George F. Stone secy. Henry S. Robbins attorney. Among the standing committees appointed for the ensuing year are the following. Warehouse—Rogers, Sager, and Griffin. Grain—Sager, C. B. Pierce, B. A. Eckhart, Edward L. Glaser, and W. N. Eckhardt. Market report—Ware, Bradley, and Griffin. Violation of rules—Harris, Ware, White, Barrrell, Andrew and Stream. Flaxseed inspection—Sager, T. M. Hunter, George E. Alt, J. H. Milne, and P. H. Eschenburg. Other inspection—Stream, Harris, and Ware.

The plans for the new Santa Fe Eltr. have just been completed by the John S. Metcalf Co., and bids will be received up to Feb. 1. The plant includes a 400,000-bu. working house, with steel bin bottoms, leg casings and spouts. It will be an up-house enclosed by a brick veneer. Two receiving tracks on each side, with 5 sinks will afford room for unloading 20 cars simultaneously. Two of these tracks will be used for shipping. The plant will be built on a new location where ample track room can be obtained. Storage for 1,100,000 bus. will be afforded by a series of 30 large concrete bins and the interspaces between their convex surfaces.

The question of doubling the commis-

sion rate is principally one of competition with Minneapolis. There the Chamber of Commerce finds the present rate very profitable, and at the time Mr. Jackson visited that city, was not disposed to advance the charge. With the advanced rate Chicago could hold its trade in corn, but Minneapolis would capture a larger share of the wheat business, is the opinion of close observers. Fred Aldrich, who recently returned from Minneapolis, says: "I was assured by several of the most prominent grain men in the northwest that should Chicago take the initiative in increasing commissions that it will only be a question of a short time when the Minneapolis Chamber of Commerce will follow suit. In my judgment an increase in commission rates here would ultimately result in a corresponding raise in other grain markets."

The report of the directors of the Board of Trade for the fiscal year ended Jan. 9 shows \$170,221 cash on hand, of which \$75,770 is in the special assessment fund. Including cash on hand a year ago the receipts have been \$531,554 and the expenditures have been \$361,333. Cash on hand a year ago was \$47,274, against \$19,411 two years ago. The membership on Jan. 9 numbered 1,774; 162 memberships were transferred. The grain sampling and seed inspection department during the year sampled 78,097 cars of grain and 19,693,000 bus. for lake shipment. The weighing department weighed 321,615 cars, 79,966,331 bus. to and from vessels, and 33,748 bags of seed. The department is weighing at all Chicago eltrs. and during the year weighed 450,000,000 bus., a good increase over the quantity weighed the preceding year. The directors recommended that they be authorized to purchase and cancel bonds of the board, believing that such a course is founded upon sound business principles.

Besides the provision doubling the commission on trades in grain futures the recently proposed amendment to the commission rule contains the following addition: A commission or brokerage as prescribed by this rule must be paid on every transaction. A member of this Ass'n cannot execute orders or make purchases or sales on the floor of the exchange for another member, nor for a firm or corporation of which he is not a member or officer and in which he has less than a 10 per cent interest, without charging the regular brokerage as provided by sections 4 and 7 of this rule. A member of this Ass'n. acting as a floor broker may be employed on a salary by another member, or a firm or corporation transacting business on the exchange floor, in a clerical capacity, *provided*, that in addition to the regular brokerage paid such member for any transactions he may make for the member, firm or corporation employing him, he shall receive a reasonable and adequate salary for the services rendered in such clerical capacity; that his engagement in such clerical capacity shall be for a period of not less than one year at a fixed salary in no way contingent upon the amount of business transacted or obtained, and that the agreement between the employer and the employee be set forth in writing properly signed and acknowledged and a copy of the same be filed with the secy. of the exchange and subject to the approval of the violation of rules committee.

McReynolds & Co., shortly after the close Jan. 18, transferred all trades to

Pringle, Fitch & Rankin, for the want of ready money with which to carry on the business. The firm's checks given for grain bot were thrown out by the banks earlier in the day marked "not sufficient funds." Bankers, who are the principal creditors, held a meeting that afternoon, and decided to petition the federal court to declare the firm bankrupt. Accordingly Judge Bethea appointed the Chicago Title & Trust Co. receiver, and that concern placed the firm's affairs in charge of W. C. Niblack. Atty. Rosenthal filed the petition in involuntary bankruptcy; Noble B. Judah representing the banks and Jacob Ringer several Board of Trade firms. Among the creditors are the Illinois Trust & Savings Bank, \$150,000; Corn Exchange National, \$100,000; Bank of Montreal, \$145,000; American Trust & Savings Bank, \$85,000; National Park Bank of New York, \$60,000; Northern Trust Co., \$25,000; Federal National Bank, \$5,500, and 24 banks outside of Chicago, the total liabilities aggregating about \$800,000. The assets are grain in store and eltr. property comprising Eltr. A at South Chicago, bonded and mortgaged for its entire value; Eltr. B in Wood street, valued at \$75,000; and Eltr. C at East St. Louis. George S. McReynolds also operated under the names McReynolds Eltr. Co. at Chicago, and the Southern Eltr. Co. at East St. Louis, Ill. His assets are placed at \$300,000, and the creditors are expected to receive 10 to 40 per cent of their claims approximately. The Bank of Montreal holding warehouse receipts as security for a loan of \$143,398 on Jan. 23 petitioned Judge Bethea to be allowed to take the grain. Other creditors opposed the petition claiming the grain was in the possession of the receiver. The court ordered the Chicago Title & Trust Co. to sell all the grain, but to hold the proceeds from that stored in Eltr. B in a separate fund, to be turned over to the Bank of Montreal, if subsequently it shud be decided that the bank is entitled to the grain. After the order of sale the banks filed a petition in bankruptcy against the McReynolds Eltr. Co. Mr. McReynolds stood very high in the estimation of the bankers, who were glad to loan him money without security. This accounts for the discrepancy between the value of the grain and the amount of their claims. The feeling of bankers is well expressed by Ernest A. Hamill, pres. of the Corn Exchange Bank, who says: "It is quite the nastiest affair that I have been mixed up in for years. This man traded on his reputation made by 25 years of honest dealing in Chicago, and in this way was enabled to procure credit where others would have failed." Mr. Reynolds gives the cause of his suspension as "Poor results in cash grain and the large expenses in the last few years. We sustained no losses in the speculative branch of the business." Mr. McReynolds is the son of a former mayor of Peoria, Ill., Matthew McReynolds. He was connected with the grain firm of Tyng & Brotherson of Peoria, then went with W. P. Harvey & Co. of Chicago, who were succeeded by Carrington & Hannah. In 1899 he established a grain business on his own account.

COLORADO.

Trinidad, Colo.—The Quilitch Bros. Grain Co. incorporated, \$5,000 capital stock. Incorporators, H. R. Quilitch, H. A. Quilitch and Geo. J. Jacobs.

Denver, Colo.—One of the 4 warehouses of the Summit Fuel & Feed Co. burned recently with a large quantity of grain and hay. The house will be rebuilt.

Fort Collins, Colo.—In the farmers short course of two weeks at the Colorado Agri. College, Jan. 15 to 27 one day was devoted to a lecture and judging demonstration by Professor C. A. Zavitz on seed selection and to a demonstration in methods of cleaning grain by Professor W. H. Olin and Fritz Knorr.

ILLINOIS

Oregon, Ill.—Ira Ufers has resigned as agt. for the Neola Eltr. Co.

Monticello, Ill.—Williams & Slate have traded their eltr. for Texas land and have given possession.

Assumption, Ill.—The Farmers' Eltr. Co., recently incorporated, will buy or build an eltr. at once.

La Place, Ill.—V. Hawthorne will build his eltr. larger than he intended, making its capacity 40,000 bus.

David Junction, Ill.—The Neola Eltr. Co., of Chicago, is installing a new engine and building a new cistern.

Arcola, Ill.—Cuppy Bros., of Humboldt, has purchased the eltr. of David B. Parr. The sale was made thru John M. Cox.

Andreas (Manhattan P. O.), Ill.—The eltr. of the H. T. Truby Grain Co. has been completed and was opened for business Jan. 2.

Decatur, Ill.—The successors of Postlewait & Co. are W. E. Walker & Co. and not Wallace & Co. as stated in this column Jan. 10.

Farmersville, Ill.—J. A. Byron, formerly at Denver, has accepted the position of mgr. of the eltr. for C. B. Munday & Co., of Litchfield.

Kerrick, Ill.—The farmers in the vicinity of Kerrick have organized a company with \$6,000 capital and will build a co-operative eltr.

Allenville, Ill.—H. W. Riley, of Tolono, has purchased the eltrs. of L. R. Smith & Co., of Sullivan, and W. L. Major. Mr. Riley intends remaining in Tolono.

Broadmoor (Campgrove P. O.), Ill.—Meyers & Bocock, of Peoria, have purchased and will operate the eltr. of the Northwestern Eltr. & Grain Co., of Peoria.

Witt, Ill.—John M. Roberts & Son have purchased the eltr. and lumber yard of G. H. Spannagel and took possession Jan. 10. Mr. Roberts' son will have charge of the business.

Bolivia, Ill.—The Illinois Railroad and Warehouse Commission has entered an order for the C. H. & D. Ry. to put in a switch at Bolivia for the accommodation of a local grain firm.

Elwood, Ill.—The safe in the bank of J. C. Beattie, the local grain dealer, was blown open Jan. 18 by robbers who took \$1,200 in cash. No clew was found to the thieves, who escaped.

Pierson, Ill.—Jacob Klein has purchased the eltr. of J. T. Samans and will take possession March 1. Sam Wilkins will have charge for the new owner. The sale was made thru John M. Cox.

Nevada, Ill.—M. L. Merritt, of Dwight, has purchased the eltr. formerly owned by Bartlett, Frazier & Carrington. Geo. B. Hager purchased the eltrs. some time ago of Merritt Bros. & Co. at Nevada and

Blackstone and still operates them. The firm of Merritt Bros. & Co., of Dwight, was dissolved at the time of the sale.

Hudson, Ill.—The Hudson Grain & Coal Co. incorporated, \$10,000 capital stock, to deal in grain, coal and building materials. Incorporators, Thos. B. Raycroft, Wm. Humphries and Jacob Schadt.

Geneseo, Ill.—The debris is being cleared rapidly away from the site of the eltr. of A. W. Weimer & Co., which burned Dec. 24, and plans are being drawn for the new eltr. which is to be built as soon as possible.

Ludlow, Ill.—Huxtable Bros., of Benson, have purchased for \$20,400 the eltr., corn cribs, oat bins and lumber sheds, with a \$3,000 stock of lumber, of Wm. Murray, of Champaign. An addition is being built to the eltr.

Peoria, Ill.—Geo. Brier will conduct his grain and commission business under the firm name of Geo. Brier & Co. Until recently Mr. Brier was with Quinn & Co. Theodore Jacobs, formerly with Warren & Co., is now with J. M. Quinn & Co.

Garrett, Ill.—The eltr. of the Garrett Grain & Coal Co. was sold at receiver's sale Jan. 4 at auction to C. A. Burks for \$3,000. The company's outstanding indebtedness amounts to about \$15,000. The creditors have sued the directors.

Philadelphia, Ill.—The partnership between C. W. Savage, of Virginia, and E. B. Conover has been dissolved and Mr. Conover has purchased the half interest of Mr. Savage in the eltrs. at Philadelphia and Savage station, near Jacksonville.

Galesville, Ill.—Chas. Goin, a helper in the eltr. of Shelby & Caldwell, became entangled recently in the belt, pulley and wheel of the gasoline engine at the eltr. while taking a hasty chance at starting a slipping belt. He escaped without serious injury.

Rochester, Ill.—F. F. Twist has sold for \$98,000 his interest in the firm of Twist Bros. to his partners, Ira F., John A. and Noah C. Twist. Mr. Twist will devote his time to his land interests in southern Illinois. The firm owns and operates eltrs. at Rochester, Pawnee, Divernon, Berry (Custer P. O.), Beechley (Auburn P. O.) and Breckenridge, also 1,200 acres of land near Rochester and land in Kansas.

Arthur, Ill.—W. O. Moyer, of Chester-ville, has succeeded Jas. H. Wright as mgr. of the eltr. for Bartlett, Kuhn & Co., of Terre Haute, Ind. Mr. Wright has had charge of the eltr. for over 14 years and to show its appreciation of the interest he has taken in the company's business Bartlett, Kuhn & Co. have awarded him a pension of \$30 a month for the remainder of his life. Mr. Wright is now about 75 years of age.

Rowell, Ill.—The eltr. of the Shellabarger Eltr. Co., of Decatur, burned Jan. 19, with 10,000 bus. of corn and oats. The cause of the fire is unknown, as the engineer after starting the fire in the engine room left the eltr. for a few minutes and on returning found the building in flames. The weighing house, warehouse and office were saved. Loss about \$12,000; covered by insurance. M. C. Cooper is mgr. of the plant.

Peoria, Ill.—The annual election of the Peoria Board of Trade was held Jan. 8, when the following officers were elected for the ensuing year: Robert Van Tas-

sell, pres.; Fred H. Smith and Daniel Mowat, vice-presidents; R. C. Grier, secy.; Walter Barker, treas. Directors; T. A. Grier, A. G. Tyng, W. R. Buckley, C. C. Miles, Geo. C. Clark, Adolph Woolner, Jr., E. Roberts, Frank Hall, J. H. Ridge and J. M. Quinn. Arbitration committee; W. B. Kingman, C. H. Feltman and D. D. Hall. Appeals committee; I. W. Donmeyer, F. H. Rockwell and Peter Casey.

Illinois corporations who wish to avoid having their charters cancelled must send Secy. of State, James A. Rose an official statement of the names and addresses of their officers between Feb. 1 and March 1, together with \$1.00 as a fee for filing. This statement could be filed at the same time as the not-in-a-trust statement without extra cost to the state, but duplication gives more fees and work for the heelers. If both statements could be acknowledged before a notary at the same time, it would relieve the corporation officials of some labor, expense and worry.

Cairo, Ill.—The Cairo Board of Trade has its appointed inspectors and weighmasters placed at the eltrs. and warehouses of its members and all grain is inspected and weighed under their jurisdiction. Any complaints arising through unsatisfactory service may be reported to the grain committee for investigation as well as arbitration, this service is rendered for the protection of both the shipper and consignee. The following grain firms are regular members, Bartlett, Frazier & Carrington; Chas. Cunningham, Thistlewood & Co.; Cairo Milling Co.; M. J. Pink & Co.; H. L. Halliday Milling Co.; C. M. Howe & Bro., Samuel Hastings, Redman-Magee & Co.

Peoria, Ill.—Robert Van Tassell, the newly elected pres. of the Peoria Board of Trade, is just 45 years of age and began business in Peoria 17 years ago under the firm name of Van Tassell & Bunn. On the death of Mr. Bunn the name of the firm was changed to the Van Tassell Grain Co., Mr. Van Tassell being sole proprietor. The company does a shipping, commission and consigning business, which has been successful from the start and has a large line of customers in the east. Mr. Van Tassell gave the membership of the Board of Trade a Good-fellowship dinner Jan. 18 at the Greve Coeur Club, of which he has been a member since its organization. T. A. Grier presided as toastmaster.

IDAHO.

Burley Ida.—Taylor & Sons, of Elba, have leased storage room here and have opened a branch of their grain and hay business.

Montpelier, Ida.—The Montpelier Milling Co. incorporated, \$12,000 capital stock, to build a mill at Montpelier. Incorporators, Parmena Jones, N. J. Jones, F. M. Miles, and others.

INDIANA.

Bainbridge, Ind.—R. P. Hilands & Co. have succeeded J. A. Lowe & Son.

Columbus, Ind.—The Columbus Milling Co. contemplates building an eltr.

Finney, Ind.—E. M. Pierce, of Paulding, O., has taken charge of the eltr. of Sam Finney.

Ft. Branch, Ind.—The old stock of wheat is about 2-3 marketed. Eltr. men in this section have their corn as their profit as the wheat has lost its profit in keep-

ing.—O. W. Leoffler, mgr. Ft. Branch Eltr. Co.

Newcastle, Ind.—A meeting of grain dealers of eastern Indiana was held Jan. 11 at the Bundy hotel.

Hope, Ind.—Nading & Sidener have sold their flour mill but will continue in the grain business.

Walton, Ind.—Geo. W. Bishop, Jr., has completed a new brick power house and has installed a large boiler.—L. D.

Mooreville, Ind.—The Comer & Scarce Co. contemplates building a combined warehouse and eltr. this year.

Lafayette, Ind.—The Corn School at the Purdue University was pronounced a success. Over 500 farmers were present.

Frankfort, Ind.—J. T. Sims has sold his eltr. on the Vandalia to Strange & Fatzinger, who took possession Jan. 1.

Manilla, Ind.—The M. C. Burt Grain Co. is preparing to handle flour and feed, is building a warehouse and will install a feed mill.

Newcastle, Ind.—The Newcastle Eltr. Co. incorporated, \$6,000 capital stock. The directors are; Chas. J. Pickering, Ephraim K. Sowash and E. A. Morris.

Windfall, Ind.—Geo. C. Wood is operating a free circulating library on the care and selection of seed corn and his farmer friends are making good use of it.

Anderson, Ind.—J. W. Wellington, who lost his wife last week, and A. N. Wellington, who lost his mother, have the sympathy of many friends in the trade.

Ridgeville, Ind.—D. G. McFadden & Co., who opened its new eltr. Dec. 5, have already handled over 40,000 bus. of grain. The eltr., was equipped by the Philip Smith Co.

Lincoln, Ind.—A. P. Watkins has doubled the capacity of his eltr., has covered the house with galvanized iron and has added a brick power house and a new boiler.—L. D.

Shelbyville, Ind.—The Nading Mill & Eltr. Co. has completed its \$25,000-bu. house for storing ear corn. It contains a large eltr. and is operated by a 15-h. p. electric motor.—L. D.

Kewanee, Ind.—A. D. Toner has completed his 70,000-bu. eltr., which replaces the house burned last fall. It is equipped with all modern machinery, including an attrition mill for grinding.—L. D.

Medora, Ind.—The Medora Mill Co. incorporated, \$15,000 capital stock, to build and operate eltrs. and flouring mills. Incorporators, Geo. W. Zollman, J. W. Hindelider and Joel C. Hindelider.

South Whitley, Ind.—The Vandalia Railroad Co. is selling its elevators. It has sold its eltr. at Columbia City to Lancaster Bros., and the eltr. here to H. L. Combs, who has been operating it.

Crawfordsville, Ind.—Harry Stout, of Wesley, has purchased a half interest in the Crawfordsville Coal & Grain Co. from Albert H. King and has taken entire charge of the Big Four Eltrs. of the company.

If you really want cars to load with grain why not appeal to the Railroad Commission of Ind. It has already helped a number of shippers who had been forced to suspend business. If you have not had cars state so explicitly and if requested tell how many you have had on the crop by months. Shippers who are afraid to report their trouble can not expect relief.

Shelbyville, Ind.—The movement of corn thruout Indiana since Jan. 1 has been very light, due largely to the price. On account of the mild weather it has not been in good condition to ship. Many complaints of poor condition on arrival at terminals; also long delays on the road. The embargo at Baltimore has been raised by the Pennsylvania Road, but all shipments for that point received only "subject to delay", which is written across B-L as an attempt to relieve the railroad from all responsibility.—L. D.

IOWA.

Cedar Rapids, Ia.—Douglas & Co. have made large additions to their starch works.

Melvin, Ia.—A. Wachtel, mgr. for the Davenport Eltr. Co., was disabled recently while moving a car.

Kanawha, Ia.—The Farmers Eltr. Co. has purchased a site near the Gowdy Eltr. and will build an eltr.

Bancroft, Ia.—The Albertson Grain Co., of Montgomery, has purchased the eltr. of the Plymouth Eltr. Co., of Sioux Falls, S. D.

Albert City, Ia.—The Albert City Grain & Supply Co. has been organized by the farmers of the vicinity with \$5,000 capital.

Varina, Ia.—The eltr. and warehouse of the DeWolf & Wells Co., of Spencer, burned Jan. 16. Loss, \$6,000; fully insured.

Clinton, Ia.—A bucket-shop of Hammond, Ind., has succeeded the Cella Commission Co. bucket-shop of St. Louis at this place.

Cedar Rapids, Ia.—The H-O Co., of Buffalo, is organizing a \$500,000 company to build and operate an oatmeal and cereal mill.

Vail, Ia.—The Vail Mill & Eltr. Co. has purchased the eltr. and grain business of the Northern Grain Co. Possession was given Jan. 1.

Lenox, Ia.—Feeders are taking all the grain this season, because of scarcity of crop and the large increase in live stock.—John R. Giles.

Cedar Rapids, Ia.—E. J. Wood, of Iowa Falls, has purchased a fourth interest in the Jackson Grain Co. and will remove to Cedar Rapids in March to begin his duties with the company.

Mason City, Ia.—The Loomis-Johnson-Lee Co., of Minneapolis, has opened an office in the Century Block under the management of C. A. Lee and will transact much of its business from this point.

Cedar Rapids, Ia.—The case of Schilling Bros. of Chicago vs. the Bosch Consumers Barley & Malt Co., is progressing before Judge Preston. The concrete malt house stands unfinished as it was last August.

Denver, Ia.—The eltr. of Nichols & Fairbanks burned Jan. 8 with 1,500 bus. of oats and corn, owned by Lawrence Reidesel. Loss on grain, \$500; fully covered by insurance. Loss on eltr., \$2,000. It is thot that the eltr. will rebuilt immediately.

Davenport, Ia.—The Davenport Grain Exchange was organized Jan. 13 and the following officers were elected for the ensuing year: J. F. Dow, pres.; A. J. Pitkin, vice-pres.; H. J. Hall, secy.; W. J. Martin, treas. Directors; J. F. Dow, A. J. Pitkin, M. Rothschild, Ernest Zoller and Hugo Stolley.

Des Moines, Ia.—Arrangements have been about completed for the running of a seed corn train over a portion of the G. W. Ry. by Geo. A. Wells, secy. of the Iowa Grain Dealers Ass'n. The first tour will commence Feb. 15 at Des Moines and it is probable that Prof. P. G. Holden, of Ames, will deliver the lectures.

New Liberty, Ia.—John Dammann & Co., of Dixon, have purchased for \$2,250 the 10,000-bu. eltr. until recently owned and operated by E. F. Jockheck, Jr., who traded it recently for South Dakota land. Mr. Jockheck will retire from the grain business and remove in the spring to his farm, which is near Aberdeen. B. Regenwetter is mgr. for the new owners.

KANSAS.

Hollenberg, Kan.—B. T. Beckel is building an eltr.

Eldorado, Kan.—L. H. Powell has succeeded A. J. Leash.

Woodbine, Kan.—C. H. Koepke has succeeded Smith Bros.

Bern, Kan.—Perry Frazier has succeeded J. D. Infield.

Muscotah, Kan.—Calvert & Bevin have succeeded A. H. Calvert.

Washington, Kan.—F. H. Haerman & Co. have succeeded R. H. Braden.

Powattan, Kan.—The J. H. Kinnear Grain Co. has succeeded J. N. Borden.

Olivet, Kan.—Will Walton, of Osage City, is contemplating building an eltr. here.

Pomona, Kan.—E. G. Swayzee is having a 10,000-bu. eltr. built by Otto Lehrack & Co.

Annelly, Kan.—The White Water Mill & Eltr. Co., of Whitewater, has succeeded J. E. Brode.

Linn, Kan.—The Farmers Grain & Lumber Co. has been incorporated with \$10,000 capital stock.

Wichita, Kan.—The Wichita Seed & Grain Co. has been incorporated and has succeeded J. W. Binding & Co.

Bushton, Kan.—The Bushton Grain & Supply Co. has been incorporated with \$12,000 capital stock. The company has succeeded S. C. Robbins.

Kansas City, Kan.—The Ismert-Hincke Milling Co. is building a cribbed eltr. to be operated in connection with its mill.

Altamont, Kan.—John H. Rust will build a 40,000-bu. eltr. to replace the house burned in Dec. It will be of steel storage construction.

Smith Center, Kan.—The 50,000-bu. eltr. of the Smith Center Milling & Eltr. Co., is nearing completion. The work is being done by Otto Lehrack & Co.

Clay Center, Kan.—The 30,000-bu. eltr. for F. L. Williamson & Co. has been completed. The house is of cribbed construction with foundation of reinforced cement.

Marysville, Kan.—The machinery is being installed in the eltr. being built for Perry Hutchinson. Four of the large cement bins have been completed and the plant will soon be ready to handle grain.

Pittsburg, Kan.—The eltr. of the Sanford-Robinson Lumber Co. was entered by thieves some time between the evening of Jan. 13 and Jan. 15 and a quantity of electric light fixtures and brass were taken. The work is supposed to have been done by boys.

Kansas City, Kan.—Judge Pollock of the federal court has declined to grant a

temporary injunction to restrain the Kansas state inspection department from weighing grain and collecting fees. The court wishes to have a full presentation of evidence, and until the final hearing the department will continue collecting fees.

Pawnee Rock, Kan.—J. W. Belt of this place has filed complaint with the state railroad commission at Topeka that neither he nor any other dealer in his town is able to get cars for shipment of grain. Even when part of the freight charge is tendered in advance as required by the demurrage law the road refuses to supply cars.

McPherson, Kan.—The Kansas Grain Co. was not involved in the suit brot by a farmer for personal injuries in the elevator at Conway, as stated in this column Jan. 10. When the evidence for the plaintiff had been presented the judge threw the case against the company out of court. As far as plaintiff and Mr. Hawthorne, who owned the eltr., were concerned the trial resulted in a hung jury.

Junction City, Kan.—At the annual meeting of the Northwestern Kansas Millers Club held here Jan. 17 and 18 one of the most agreeable entertainers was William Murphy of the Murphy Grain Co., Kansas City, with one of his Swede dialect stories. F. L. Williamson of Clay Center was elected pres. The banquet was largely attended by the ladies, to each of whom was given a souvenir spoon.

Wichita, Kan.—John P. Furlong, a former prominent grain dealer, died Jan. 10 aged 80, after an illness of 4 months. Mr. Furlong was at the time of his death grain buyer for the Imboden Milling Co. He had been connected with the grain trade of Wichita since 1876, when he came to Wichita from Chicago, and he was the builder of the Wichita Eltr. Mr. Furlong had at different times been connected with practically every eltr. and mill in Wichita.

Wichita, Kan.—At the mass meeting of Kansas shippers Jan. 10 the following resolution was adopted: It is the sense of this convention that congress should confer on the interstate commerce commission, upon their motion or upon complaint, power and authority to alter, change or amend any rate, rule, regulation, schedule or classification, established by any railroad company, found to be unjust, unreasonable or as discriminative, the same to be effective within a reasonable time, subject to review of the supreme court; and that the president of the United States be authorized to appoint an assistant attorney general whose duty it shall be to make and prosecute complaints before the interstate commerce commission.

The new Kansas law compelling the railroads within the state to furnish cars within a specified time after a one-third of the freight charges have been deposited for each car with the local agent of the railroad was put into operation by a Kansas grain dealer recently. A deposit was made with the local agent of the Santa Fe and three cars ordered, but the railroad officials, after being informed by the agent that the dealer had made a deposit for the delivery of three cars wired the agent not to furnish that dealer with any more cars, unless he would promise not to make a deposit in future for the delivery of cars. The grain dealer stood his ground, however, and upon being threatened with suit for loss occasioned by failure to furnish the

needed transportation facilities the railroad officials yielded and now this particular dealer gets a car promptly whenever he requests it. Hurrah, for the shipper with backbone.

Wichita, Kan.—A. N. Bontz has brot suit against the M. P. Ry. to recover \$358.58, which he claims is due him for damages caused by the railroad failing to deliver to different Kansas City firms grain shipped by him while he was doing business at Norwich, Kan. He alleges that the railroad did not have track scales as provided by law and that the company agreed to deliver a certain amount of grain to the Grier Grain Co. and the Lucas & Carkner Co. at Kansas City, and that the grain was partly delivered and he received a certain amount for it, losing on the 3 shipments, thru shortage, the sum of \$358.58. The question of whether a railroad company is responsible for leaky cars will probably be decided in this case and it will also test the law that a company must accept the sworn figures as to the amount of grain placed in a car at a station where grain, hay and feed shipments amount to more than 100 cars per year and where the railroad company does not provide a track scale for the shippers and their agents.

KANSAS LETTER.

Wichita.—Henry Lassen will soon begin work on the erection of a large mill and eltr.

Wichita, Kan.—The rate convention which met here, called by the commercial interests of the State, proved to be a big success, there being an attendance of over one thousand.

The Farmers Independent Grain Dealers Ass'n of Kansas, met Jan. 9. Mr. Kohnk is the leading member of the organization. They have the matter up with the Kansas Railroad Commissioners for a reduction in freight rates.

The following have recently become members of the Kansas Grain Dealers Ass'n. A. R. Strowig, Paxico; W. M. Johnson, Bookwalter, Neb.; Edwards & Co., Jewell City; Hays & Bedard, Damar; W. F. Williams, Niotaze; Hargis & Hargis, Hazelton.

The movement of corn has been very light since the advance in freight rates Jan. 1. The farmers are not inclined to sell their corn at the prevailing prices. Feeders in some places are paying 5 to 10c per bu. over what the corn is worth for shipping. An exceptionally large amount of corn will be used for feeding this year.

Wichita, Kan.—W. H. Burke, of Alva, Okla., was convicted here Jan. 20, on forging 2 bills of lading on the Santa Fe Railroad Co. It was set out in the Bs-L that a fictitious name of Alva, Okla., Pace & Co., had shipped 2 carloads of wheat to the Benton Grain Co., of Kansas City, Mo. Burke took the Bs-L to the Commercial Bank of Alva, and drew a sight draft for \$1,250 on the Grain Co. The Bank was instructed to collect the draft. Before the collection was made investigation followed, and Burke was arrested.—M. S.

KENTUCKY.

Louisville, Ky.—Adolph Brandeis, senior member of the firm of A. Brandeis & Son, died Jan. 21, after a long illness, aged 84 years. Mr. Brandeis came to America in 1848 and engaged in the grain business at Louisville in 1852. The pres-

ent firm was formed in 1878. He is survived by a daughter and two sons, Alfred and Louis D. Brandeis.

LOUISIANA.

New Orleans, La.—It is said that three large grain companies will form a syndicate to lease Eltr. E of the Illinois Central.

New Orleans, La.—The following officers were elected at the annual election of the New Orleans Board of Trade, held Jan. 9: E. F. Kohnke, pres.; E. T. George, first vice-pres.; Chas. Dittmann, second vice-pres.; Albert Mackie, third vice-pres. Directors, to serve 2 years: S. Locke Breaux, E. Steinhardt, Alfred LeBlanc, A. G. Tebo, Wm. P. Ross, Henry Kahn, Lazare Levy, Gus. Lehmann, Jr., Frank A. Daniels, C. B. Fox, Hugh McCloskev, Nevins Kirkpatrick, Jos. Kohn and P. A. Best.

MARYLAND.

Baltimore, Md.—Wm. H. Lake and Walter F. Macneal, the junior member of the new firm of J. M. Frisch & Co., have been elected members of the Chamber of Commerce.

Baltimore, Md.—An official of the Dept. of Agri., in a recent letter to C. Bosley Littig, states that the increase of 3 1-3 bus. in the 1905 corn crop of Maryland is due largely to more attention on the part of the farmers, as a result of the "corn seed special" movement which was originated in Maryland last spring by Mr. Littig. This is said to be the opinion of the farmers also, whose average was 36.9 bus. per acre in 1905, compared with 33.4 bus. in 1904. Mr. Littig says: "I hope the train will be operated again this spring, and that it will go into all sections of the state. I believe it benefitted the crop and that there will be a better yield if it is continued."

MICHIGAN.

Lenox, Mich.—The Richmond Eltr. Co. has been incorporated with \$75,000 capital stock. The firm has been doing a general eltr. business since 1895.

Linden, Mich.—Fred Welch, of Fenton, has purchased the eltr. of A. H. Buck & Son and will take possession March 1. A. H. Buck, who retires from active business, has been connected with the grain trade of Linden for 35 years, 25 of which he has been in business for himself in the building which the firm now occupies. His son will remove to Shepard and engage in other business.

MINNEAPOLIS.

Memberships in the Chamber of Commerce are selling at \$4,550.

A movement is on foot to establish a market for flaxseed futures on the Chamber of Commerce.

Jos. S. Anderson, a former member of the Chamber of Commerce and grain commissioner for several terms, died at South Natick, Mass., Jan. 10, aged 70 years.

Frank Crane was arrested Jan. 19 for sweeping wheat cars in the local railroad yards, but was allowed to go free when he confessed that he had done it to keep himself and family from starving.

Jay Gould, at present connected with P. B. Mann Co., is contemplating the organizing of a grain company in connection with the terminal eltr. which he is going to build in the spring.—Minn.

The second trial of E. O. Fellows, accused of forgery and embezzlement by F. H. Peavey & Co., begins to-day. The charge this time is grand larceny in the second degree, the company alleging that he appropriated \$2,400 belonging to the firm.

The Washburn-Crosby Co. will build a 700,000-bu. eltr. adjoining mill A. Plans for the plant have not been completed but a 500-h. p. engine will be installed in the work house and the belt and gallery arrangement will make it possible to distribute 10,000 bus. of wheat to the mills every hour. The plant will cost about \$300,000. It will be completely equipped with machinery for mixing and cleaning.

N. S. Amsden, superintendent of the Minneapolis & Northern Eltr. Co., died Jan. 13 from burns and inhaling smoke and heat in the West hotel fire of Jan. 10. Wm. G. Nicholls, of Nicholls & Taylor, was suffocated during the fire and was found dead in his room. Mr. Nicholls was also a member of the firm of McKindley & Nicholls, of Duluth, and was part owner and mgr. of the Great Eastern Eltr. Co., of Minneapolis. He was also a member of the Chamber of Commerce. Members of the Chamber of Commerce have subscribed several thousand dollars to the relief fund for the benefit of the family of Capt. John Berwin of the fire department, who lost his life in attempting a rescue at the fire.

MINNESOTA.

Sauk Rapids, Minn.—The Benton County Farmers Exchange will build an eltr. Wm. Hollenhurst is pres., Henry Blau, vice-pres., and John Beven, treas.

Milary, Minn.—The eltr. of the Bagley Eltr. Co. burned recently with 4,000 bus. of grain. The fire is supposed to have started around the exhaust pipe in the engine room.

Frazee, Minn.—I. J. Collins, a farmer, received a bronze medal from the jury of awards of the St. Louis exposition for his exhibit of improved white dent corn which was grown on his farm near Frazee.

St. Paul, Minn.—A maximum merchandise tariff was presented Jan. 16 to officials of Minnesota roads by the Railroad and Warehouse Commission, which asked the officials to show why it should not be adopted as a basis hereafter.

St. Peter, Minn.—The Plymouth Eltr. Co., of Sioux Falls, S. D., will move its cleaning eltr. to the side track in the spring. This change is made necessary by the changing of the tracks of the C. S. P. M. & O. Ry. Considerable new machinery will be added to the plant.

The "good seed special" over the Omaha Road started from Minneapolis Jan. 22 and will complete its trip on that road Jan. 26 at St. James. J. J. Quinn, secy. of the Tri-State Grain Dealers Ass'n, is making the trip with this party, which is in charge of E. B. Ober, assistant freight agt. of the Omaha. On Jan. 29 the train will leave Minneapolis again over the Milwaukee Road, returning to Minneapolis Feb. 8.

Duluth, Minn.—The following officers were elected at the annual election of the Duluth Board of Trade, held Jan. 16: Geo. Spencer, of Spencer, Moore & Co., pres., and Julius H. Barnes, of the Ames-Brooks Co., vice-pres. Directors for 3 years: A. W. Frick, D. T. Helm and M. L. Jenks. Members board of arbitration

for 1 year: G. G. Barnum, W. S. Moore and S. A. McPhail. Members board of appeals for 1 year: Thomas Gibson, F. E. Lindahl and W. J. McCable. Members of committee of inspection for 1 year: J. F. McCarthy, J. T. Hickman, A. M. Prime, C. F. Haley and John T. Pugh.

Duluth, Minn.—The last flax market in this country has been built, there never will be another and even that one will begin to decline from this year on. If the option market at Duluth is of any advantage to Minneapolis crushers, Minneapolis eltrs., to the Dickinson Co. or to the American Co., we desire to say to them in all fairness, nurse it carefully. The trading in futures is small enough now and a division of it would kill the whole thing that much quicker, it will go anyway, go with the going of the flax growing, and the zenith of the flax area was reached three years ago.—*Commercial Record*.

MISSOURI.

St. Joseph, Mo.—The local office of the Hinds & Lint Grain Co. has been closed.

Kansas City, Mo.—The Kelley Milling Co. is building a 125,000-bu. addition to its eltr.

Kansas City, Mo.—S. P. Hinds has bot the interest of F. P. Lint in the Hinds & Lint Grain Co.

Chillicothe, Mo.—Jackson & Gumby have begun the erection of an eltr. to replace the house burned Nov. 5.

St. Louis, Mo.—The P. H. Meyer & Sons Hay & Grain Co. incorporated, \$3,000 capital stock. Incorporators, Peter H., Edw. J. and Geo. F. Meyer.

Kansas City, Mo.—The C. M. & S. P. Ry. will put in a No. 6 Hess Drier and Cooler at the Coburg Eltr., which is operated by the Simonds-Shields Grain Co.

St. Louis, Mo.—The Paule Grain & Milling Co. incorporated, \$40,000 capital stock, to do a general feed business. Incorporators, Arthur B. Paule, Chas. A. Schmide and Edwin J. Paule.

St. Louis, Mo.—Wm. Grossmuck, one of the oldest members of the Merchants Exchange, died recently of cancer. Mr. Grossmuck was connected with the National Commission Co. and mgr. of the Wabash Eltr.

Kansas City, Mo.—The Hall-Baker Grain Co. in 10 hours on Jan. 8 unloaded 135 cars of wheat and corn and loaded out 142 cars of corn at the Kansas-Missouri Eltr. The corn which was loaded out was for export and made 7 special trains.

Kansas City, Mo.—The owners of the Exchange building will improve the building and the Kansas City Board of Trade has renewed its lease for 5 years beginning July next. The Board of Trade is also permitted to decide who shall be tenants of the building.

Kansas City, Mo.—At the annual election of officers of the Board of Trade the following were chosen for the ensuing year: J. O. Bradenbaugh, pres.; T. J. Brodnax, first vice-pres.; J. F. Parker, second vice-pres. E. D. Bigelow was re-appointed secy. and E. D. Fisher, treas.

St. Louis, Mo.—At the annual election of the Merchants Exchange Geo. H. Morgan was re-elected secy. and treas. for the forty-second time. The grain committee chosen is composed of T. B. Morton, chairman, B. H. Lang, John Dower, S. A. Whitehead, Samuel Plant, R. P. Annan and Chas. J. Quesnel.

St. Joseph, Mo.—The Elwood Grain Co. incorporated, \$20,000 capital stock, to operate the Harroun Eltr. at Elwood, Kan. Incorporators, Wm. Nash, of Chicago, W. H. Ferguson, of Lincoln, Neb., F. J. Delaney, Kansas City, Mo., E. J. Maxwell and John C. Kneer, of St. Joseph. The company expects to be ready for business about Feb. 1.

Jasper, Mo.—The grain eltr. and flour mill of H. H. Beckwith burned Jan. 6 with a carload of chops, 3 carloads of flour and a small quantity of grain belonging to Putnam & Boran, of Carthage, who were operating the plant under lease. The fire was of incendiary origin as the plant had been closed a week for repairs and the fire started 50 feet from the only fire in the plant.

Kansas City, Mo.—The Board of Trade amended its anti-bucketshop rule Jan. 17 and gave the directors power to either suspend or expel members of the Exchange having business relation with bucket-shops. Before amendment the rule provided for expulsion only and the change was made to cover cases where a trade for a bucket-shop might be handled without knowing the origin of the order.

St. Louis, Mo.—At the request of Governor Deneen of Illinois, F. Einstman is making an investigation of complaints against irregular grading of wheat out of the East St. Louis eltrs. The grain committee of the Merchants Exchange has made an investigation of the stock of corn held in the Union Eltr. at the request of the J. H. Teasdale Commission Co. and will report to the directors. All of a lot of 28 cars of corn bot by the Teasdale Commission Co. of the Union Grain Co. were rejected by the private inspector as not up to the No. 2 standard, and the appeals committee of the Illinois Department rejected some of the corn. The principal objections to the corn are said to be dirt and moisture.

ST. LOUIS LETTER.

Grain houses in St. Louis are cutting commissions. This upsets trade. The ½ cent a bu. rate does not pay expenses and there is little profit for the commission merchant.

No one in St. Louis was involved in the failure of McReynolds & Co., of Chicago, altho they operate an eltr. in East St. Louis. The stock of grain of all kinds held in the East St. Louis eltr. is about 200,000 bus.

The Nanson Commission Co., whose pres., Capt. Joseph S. Nanson, died a short time ago, elected William H. Anderson to that position at the election of officers held a few days ago. George H. Hall, who has been secy., was elected vice-pres. and mgr., and Louis T. Hall was elected secy. and treas. Those gentlemen, with Samuel A. Whitehead, second vice-pres. were elected directors—W. H.

MONTANA.

Bozeman, Mont.—Clinton E. Lamme, a son of Edwin B. Lamme, general mgr. of the Bozeman Milling Co., lost his life Jan. 10 in the West hotel fire at Minneapolis.

Great Falls, Mont.—A company has been organized to build and operate a malting plant here. The rye grown in the vicinity of Great Falls has been tested and found to be of excellent quality.

Manhattan, Mont.—The Manhattan

Malting Co. contemplates building in the spring a 100,000-bu. eltr. to handle all kinds of wheat. This house will increase the grain capacity of the company to 400,000 bus.

NEBRASKA.

Farnam, Neb.—G. D. Faulkes is building a 15,000-bu. eltr.

Beemer, Neb.—The 4,000-bu. eltr. for Albright & Baker has been completed.

Omaha, Neb.—It is rumored that John I. Glover, of Kansas City, will build an eltr.

Chalco, Neb.—Wm. Von Dohren, of Millard, has purchased for \$5,000 the eltr. of H. Blumer.

Orchard, Neb.—The Blenkiron Grain Co., of Sioux City, Ia., will build a large eltr. in the early spring.

Oakland, Neb.—Emil Nelson, of Wakefield, has succeeded E. A. Palmquist as agt. for the Peavey Eltr. Co.

Wahoo, Neb.—The Ewart-Wilkinson Grain Co. held a corn contest at its office Dec. 30. Cash prizes were given.

Johnson, Neb.—The Duff Grain Co. has completed improvements in its eltr. and has installed a new gasoline engine.

Columbus, Neb.—The Nebraska-Iowa Grain Co. has let the contract for the erection of a 30,000-bu. eltr. at Winslow Spur.

Irvington, Neb.—T. B. Rood is building an eltr. and will install Howe Scales and eltr. machinery and supplies purchased from the York Foundry & Engine Works.

Lushton, Neb.—W. H. Ferguson has let the contract for the erection of a 15,000-bu. eltr. to replace the one burned recently. Gasoline power will be installed.

Lincoln, Neb.—Voters of Clay County in a mass meeting called upon Senator Millard to take a stand publicly with Pres. Roosevelt on rate regulation or resign.

Winnetoon, Neb.—The eltr. being built for the Urdike Grain Co. will be equipped with Howe Scales and eltr. machinery purchased from the York Foundry & Engine Works.

Omaha, Neb.—John A. Kuhn, recently resigned from the Northwestern Ry. after many years of service, has accepted the position as traffic mgr. of the Urdike Grain Co.

Roca, Neb.—The U. G. Powell Co. incorporated, \$10,000 capital stock, to deal in grain, grain products and cattle. Incorporators, U. G. Powell, H. D. Beam and H. B. Smith.

Yutan, Neb.—The machinery for the eltr. of the O. F. Peters Grain Co. at Leshara is being furnished by the York Foundry & Engine Works. The house will soon be opened for business.

Benton, Neb.—The eltr. for the Wells-Hord Grain Co. has been about completed. It is being equipped with Howe Scales. Cleaner and other machinery supplied by the York Foundry & Engine Works.

Leigh, Neb.—The Walrath & Sherwood Lumber Co. has purchased the 20,000-bu. eltr. of the J. H. Hamilton Grain Co., of Omaha. Jos. Bayer, the mgr. of the house for some time, will continue with the new owners.

Holbrook, Neb.—D. J. Jennings, an employe in the eltr. of Rankin Bros., had his arm broken Jan. 11, while placing a belt on a large pulley. His hand got

caught between the belt and the pulley and he was thrown against the wall which was about 6 feet away.

Manley, Neb.—The Farmers Eltr. Co. is building a 20,000-bu. eltr. A 10-h. p. Howe Gasoline Engine, feed mill and cleaner, with other machinery, are being installed by the York Foundry & Engine Works.

Plattsmouth, Neb.—Several Burlington freight cars were derailed Jan. 4 and plunged into the eltr. of the Duff Grain Co. Part of the stone foundation was knocked away and the woodwork smashed.

Orchard, Neb.—J. T. Fletcher, one of the oldest agts. of the Atlas Eltr. Co. on the O'Neill branch of the G. N. Ry., has resigned his position and has engaged in other business. He is succeeded by A. D. Joyce.

Fremont, Neb.—The Westbrook-Gibbons Grain Co. will close and remove its eltr. and transfer its agt. The closing of F street and the building of the G. N. Line left the eltr. between 2 railroads, with the McCaull-Webster Eltr. a strong competitor.

Omaha, Neb.—The grain commission firm of Sunderland & Urdike was dissolved Jan. 15 and the business is being continued by the senior partner, W. C. Sunderland, under his own name. Nels B. Urdike has retired to devote his entire time to the Urdike Grain Co.

Elgin, Neb.—The Nye-Schneider-Fowler Co. intends building an eltr. The firm sold its eltr. here to the Elgin Eltr. Co., but made no promise to remain out of business and informed the purchasers that it retained the right to build at any time. It then secured a promise from the railroad of the choice of site in case another eltr. was to be built. It is understood that the company had no intention of building here at present until it learned that C. H. Torpin, of Oakdale, would put in an eltr. Work will be begun as soon as the exact locality is decided upon and Henry Benner, the former mgr. for the company, will have charge of the new house when completed.

OMAHA LETTER.

The old eltr. at Glenwood is being torn down.

Colon, Neb.—The Torpin Grain Co., of Oakdale, has purchased the eltr. of the J. H. Hamilton Grain Co.

The cash grain situation is rather quiet, but the market is firm. The demand is not heavy, but is steady, and prices are well maintained.

Newman Grove, Neb.—At the annual meeting of the Farmers' Eltr. Co. a slight loss was shown by the report. The eltr. will continue to run this year.

Byron, Neb.—The Farmers Eltr. Co. has elected Henry Kuhlmann, pres.; K. P. Herald, secy. and William Gruber, treas. There are 112 farmers interested in this company.

Omaha, Neb.—The eltr. of the Crowell Grain & Lumber Co. will be opened for business about Feb. 1. It is equipped throughout with electric power.

Beaver City is to have a new eltr., to be built by G. E. Hotchkin, of the Beaver City Mills, in order to aid his milling business by giving him facilities for getting the best grain.

Fullerton, Neb.—The Farmers Elevator Co. held its annual meeting Jan. 2. The report of the secy. showed that 199,-

600 bus. of grain was handled during the year 1905, at a profit of \$1,200.

Omaha, Neb.—Pres. G. W. Wattles, of the Independent Eltr. Co., denies the many rumors which have been current of late that the company's 1,000,000-bu. eltr. here will be sold to outside interests.

Hildreth, Neb.—The Farmers Grain & Supply Co. has elected the following officers: J. R. Seckman, pres.; J. R. Harden, secy., and A. W. Anderson, treas. O. D. Williams has been appointed mgr. The company bought 383,000 bus. of grain in 1905.

Minden, Neb.—The Farmers Grain & Supply Co. at the annual meeting elected J. S. Canady, pres.; J. G. Goings, vice-pres.; E. B. Trough, secy., and A. G. Bloomfield, treas. The net profits were found to be not very large, but sufficient to warrant the continuance of the business.

The Wabash Ry. has advised the Omaha Grain Exchange of an export corn tariff on car lots, minimum weight marked capacity of car, from Omaha, South Omaha and Council Bluffs, when from beyond these points, of 23 cents to New York and 22 cents to Philadelphia. The rate will materially assist the Omaha market.

The Omaha grain rate situation is now in much better shape than 2 weeks ago. The Milwaukee has withdrawn its discriminatory rate in favor of Kansas City, which gave the latter market an advantage of 3 cents over Omaha, and grain men are satisfied, excepting as to the result of the rate while it lasted. Omaha has, they declare, lost her position as second primary corn market in consequence of the cut.

Lincoln, Neb.—The meeting of the Nebraska Co-operative Grain & Live Stock Ass'n was held at Lincoln Jan. 17 and 18. Pres. J. S. Canady, of Minden, presided. The papers presented follow: "Grading of Grain in Local and Terminal Markets," C. Vincent, Omaha; "Our State Ass'n's and What Has Been Accomplished," Secy. James T. Brady, Albion; "The Omaha Grain Exchange," G. W. Wattles, Omaha, pres. Grain Exchange; "Evils Affecting Farmers Co-operative Shipping Ass'n's," T. A. Anderson, Kansas City; "The Way the Grain Business Is Conducted," Tom Worrall, Omaha; "The Evil and Its Remedy," J. W. Cattern, Fremont; "Farmers' Educational and Co-operative Union of America and the Co-operative Grain Business," James Butler, Topeka, Kan.; "Free Co-operation vs. False Co-operation," F. Engelhard, pres. Farmers' Co-operative Shipping Ass'n, Kansas City; "Legal Side of the Grain Business," F. S. Howell, Omaha. Some little interest was occasioned by the appearance of Tom Worrall, who related his experiences and difficulties in handling independent grain. A further sensation was occasioned by the report of the committee on resolutions, which demanded that the attorney general investigate the lumber and coal men of the state, whom the resolutions declared are operating under a trust agreement. Other resolutions commended the president for his fight for railroad rate legislation, favored a railroad commission and a state inspection and weighing of grain.—C. D.

NEW ENGLAND.

Portland, Me.—John H. Tree, a prominent grain merchant, fell dead Jan. 5

in Richmond while running to catch a train. He was 65 years of age and was formerly of the grain firm of Marr & True, but recently had been in business with his son, Sidney True.

NEW YORK.

Buffalo, N. Y.—Judge Hazel on Jan. 13 issued an injunction restraining the Consolidated Stock Exchange of Buffalo from inventing or counterfeiting the quotations of the Chicago Board of Trade.

New York, N. Y.—Chas. B. Ulrichs has succeeded Hernan Stutzer & Co., one of the oldest grain brokerage houses in this city. Mr. Stutzer has been out of the market for about 2 years owing to ill health. Mr. Ulrichs was with the old firm for many years.

Jamestown, N. Y.—The firm of Ames, Burns & Co. has been organized to do a jobbing business in grain and feed. The new firm is composed of F. M. Trautman, a local grain dealer, M. C. Burns, who formerly represented Chapin & Co., and H. L. Ames, of the Falconer Milling Co., of Falconer.

New York, N. Y.—Horace Cook, a member of the Boston Chamber of Commerce for 20 years, has opened an office at 341 Produce Exchange building and has been elected a member of the Produce Exchange. Mr. Cook will retain charge of the Boston office and place a representative in charge of the new office.

Buffalo, N. Y.—A final meeting of the creditors of Heathfield & Washburn, the former grain firm, was held Jan. 10. The attorney for the trustee reported \$2,020 on hand and Referee Hotchkiss ordered that after the expenses of the administration of the estate had been paid that the remainder of the money be distributed among the creditors, the total claim of which is \$21,514, making a dividend of about 10 per cent. A first dividend of 5 per cent has been paid.

BUFFALO LETTER.

The holders of spring wheat here are still in the faith that it is going to be needed before the spring fleet is here and are asking very stiff prices for it.

Canal tonnage is actually in some demand by grain shippers, tho the rule is to wait till March or April. Some oats have been offered, but no charters are reported.

Canal boatmen promise an increase of a dozen boats to the grain fleet next season. Boat builders are very hopeful, though it is not going to be safe to put out much of a fleet now.

Grain receipts reported here for inspection have run remarkably heavy of late, averaging 150 cars a day, most of it corn, with very little wheat. It is coming in very good condition.

Grain men are of the opinion that the state millers are getting the best of this very low state of the flour trade. With No. 1 northern spring 93 cents here and winter wheat about the same the quotations of state wheat are not above 83 cents at country stations.

The winter cargoes of wheat in the harbor are already melting away, some being unloaded and others at eltr. This means a steady demand for grain east. Some winters the business is so dull that shippers hold their cargoes up to the limit, April 15, before taking them out.

The American Malting Co. was expected to suspend work on the big malting plant in the harbor till spring when the foundations were finished, but the weather was too open to be wasted and a force of more than 400 men is engaged in putting up the walls. The plant is to be in operation late next fall.

The Vandalia Railroad now announces that it is prepared to enter on the plan of reconsigning grain at Buffalo, so long followed by most of the roads in this route. The plan is to bill grain to Buffalo and if it is sold to a point further on to allow the local bill to be taken up and a through bill to destination to be issued.

The financial report of the Chamber of Commerce shows an annual income of \$43,748.23 and an expenditure of \$44,608.20, of which \$3,000 was towards the extinguishment of the debt. One large source of income is the inspection and weighing department, which earned over \$8,000 more than it cost, the annual dues also footing up \$11,724. The body is in excellent financial condition.

A consignment of barley from the Northern Grain Co., Chicago, to Nester, of Geneva, N. Y., is to be made the cause of a lawsuit. It was to go into the Electric Eltr. for winter storage to the amount of 100,000 bus., but after something over 11,000 had been received the consignee became afraid that the eltr. would not unload the rest from a vessel that was to take out a coal cargo before insurance ran out and put the grain in the Marine Eltr. The Electric Eltr. demands full storage of \$2,600 and holds the grain received to meet the charge.

The annual election of the Chamber of Commerce took place Jan. 10, with the usual large gathering. Lunch of the most bountiful sort was served at noon and the vote, 537, exceeded last year. W. H. Gratwick, one of Buffalo's millionaire lumberman, was elected pres. and J. H. Lascelles, of the Marine bank, was re-elected treas. without opposition. This narrowed the contest down to the remaining trustees. W. H. Andrews was chosen vice-pres. and P. G. Cook, C. C. McCain, J. F. Sweeney and George Urban, trustees. Mr. Andrews is a manufacturer, Mr. Sweeney, a department store pres., Mr. Cook is sec. of the eltr. ass'n, Mr. McCain is commissioner of the lake package freight lines and Mr. Urban is a member of the George Urban Milling Co. There is much regret that H. C. Harrison, the only regular grain dealer on the ticket, was not elected, but he declined to work for his election, which a few more votes would have assured.—J. C.

NORTH DAKOTA.

Expansion, N. D.—I. P. Baker will build an eltr.

Coalharbor, N. D.—O. W. Bowers is building an eltr.

Ray, N. D.—The eltr. for John D. Taylor has been about completed.

Granville, N. D.—H. K. Smith has succeeded Lyman & Smith. Mr. Lyman having retired.

Stanley, N. D.—The St. Anthony & Dakota Eltr. Co. has bot the eltr. of the Imperial Eltr. Co.

Underwood, N. D.—The firm of Gackle & Grosz has been dissolved and Mr. Grosz will continue the business.



Cover's Dust Protector
Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
124 Perley St., South Bend, Ind.

Taylor Belting Co.

Manufacturers of
LEATHER BELTING
ELEVATOR SUPPLIES
A SPECIALTY

Prompt Shipments and Satisfaction
Guaranteed

247 S. Meridian St., Indianapolis, Ind.

Chicago and Cincinnati

are connected by a railroad route having finely appointed trains, day and night—Sleepers and Parlors.

MONON—C. H. & D.

Ride this way once and you'll ride again—we think.

COAL SALES BOOK

FORM 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping, and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the Journal from which the posting is done.

It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½ x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

FOR SALE BY

Grain Dealers Company,

255 La Salle St.

CHICAGO, ILL.

Washburn, N. D.—C. G. Ireys expects to close his eltr. here in the near future. It is said there is not enough grain coming in to pay expenses.

Hannafor, N. D.—The 40,000-bu. eltr. of the Farmers Eltr. Co. burned Jan. 15, with about 20,000 bus. of flax, wheat, oats and barley. This building was purchased last Aug. from W. S. Hyde.

Lankin, N. D.—The Farmers Eltr. Co. has been organized and expects to build an eltr. next season. Ed. Wamben is pres., John Liddle, vice-pres., Wm. McLaughlin, secy., and John Trovatten, treas.

Langdon, N. D.—The eltr. of the Northwestern Eltr. Co. burned recently, with 35,000 bus. of wheat, barley, oats and flax. Loss about \$30,000, probably covered by insurance. It is that the plant will be rebuilt. Malcolm Morrison is mgr. for the company.

Knox, N. D.—J. A. Minckler, a local grain dealer and former operator on the Minneapolis Chamber of Commerce, is the subject of involuntary bankruptcy proceedings brot by Geo. F. Porter, a Minneapolis attorney. The John Miller Co. appears in defense of Minckler, who it claims owes the company \$19,000 and denies that Minckler has committed any acts of bankruptcy.

Fargo, N. D.—At the convention of the Tri-State Grain Growers Ass'n, held here Jan. 16-19, resolutions were adopted protesting against the action of the exchanges in refusing to admit representatives of the co-operative eltr. companies of the Dakotas and Minnesota to membership. The grain inspection bill of Senator McCumber was indorsed and the representatives in Congress will be asked to give it their support. The denaturalized alcohol bill of Congressman Marshall was given the approval of the convention and its support was urged.

Washburn, N. D.—If the N. P. Ry. builds an extension north from New Salem next summer the Washburn eltrs. will not have anything to do during the winter as all the grain handled during that time comes across the Missouri river. Washburn will probably lose 1-3 of its former trade on account of the N. P. extension from Denhoff west. If parties have too much money they can get rid of it by building eltrs. out here. Eltr. building is being overdone in this part of the country and parties looking for fortunes in a short time, will be disappointed.—Paul S. Meyer, mgr. Washburn Grain & Feed Co.

OHIO.

Gettysburg, O.—Myers & Myers will build an eltr.

Cleveland, O.—P. R. Fahey & Co., grain and stock brokers, have suspended business.

Columbus, O.—Creditors of Tingley Bros. will soon meet to select a permanent receiver.

Wapakoneta, O.—Eugene A. Hauss, a lawyer, has resigned as city solicitor, and has entered the grain firm of Hauss & Bitler.

Enon, O.—The eltr. of Brooks & Dunkel was damaged recently by fire. Geo. A. Collier, the firm's only competitor, assisted in putting out the fire.

Columbus, O.—A reorganization of the state railroad department is contemplated,

with an increase in the number of commissioners from one to three.

Cincinnati, O.—The Chamber of Commerce has issued an 8-page pamphlet giving the rules governing the new weighing bureau which was established Jan. 9.

Gomer, O.—Ira Evans, an employee of Watkins & Co., lost all the fingers on one hand recently by getting his hand caught between the rollers of a feed mill.

Sunbury, O.—The eltr. of W. O. Buckingham & Sons burned recently. Loss about \$15,000, with small insurance. The fire was caused by a defective flue in the office.

Toledo, O.—The Hygienic Cereal Co. incorporated, \$75,000 capital stock. Incorporators, H. S. Toynbee, J. M. DeMott, G. R. Spinney, Thos. Singleton and C. E. Toynbee.

Broughton, O.—John Wickenhisser & Co.'s eltr. was burned on the night of Jan. 3 as the result of the burning of an adjoining building. Loss \$8,000; insurance \$8,200.

Xenia, O.—The Dewey Bros. Co. purchased a carriage factory and turned it into an elevator of 20,000 bus. storage capacity. The Philip Smith Co. did the work and supplied the machinery.

Toledo, O.—E. H. Culver has been re-appointed chief grain inspector of the Produce Exchange, with Daniel Blankenmeier as assistant. H. W. Applegate was re-appointed assistant secy. The inspection committee remains the same.

Waldo, O.—The Waldo Hay & Eltr. Co. incorporated, \$6,000 capital stock. Incorporators, H. W. Wolfley, Morris and J. W. Humphrey, A. F. Donnenworth and C. E. Morris. The firm has purchased the eltr. of S. E. DeWolfe, of Marion, and took possession Jan. 15.

Toledo, O.—The Toledo Eltr. Co. and the Miami Maize Co. held their annual stockholders meeting Jan. 9 and the annual dividend of 6 per cent was declared. The following officers were re-elected: J. H. Bowman, pres.; C. R. Bowman, vice-pres.; F. E. Bullard, secy. and treas. Directors; J. H. and C. R. Bowman, F. E. Bullard, Andrew Schurtz and John A. King.

Shippers to Cincinnati are entitled to and shud demand official weights in all cases, as the railroad companies will refuse to recognize private weights, on stuff unloaded in Cincinnati, in the adjustment of shortage and overcharge claims. The fees are 50c per car on grain and \$1 per car on hay. The official certificates are signed by Wm. McCallister.

Cincinnati, O.—The application by the Chicago Board of Trade for a receiver for the Odell bucket-shop has been dropped since the concern's attorney on Jan. 9 deposited \$1,115 for the costs. Bucket-shop assets are hard to find, and the Odell concern is no exception, part of its funds being deposited, it is said, in the name of Mrs. Odell, in the Merchants National Bank.

Cincinnati, O.—At the annual election of the Cincinnati Chamber of Commerce the following officers were chosen for the ensuing year: L. L. Sadler, pres.; J. B. Wallace, second vice-pres.; O. G. Fetter, treas.; H. B. McCullough, secy. Directors; Emil M. Mayer, Chas. Heidrich, Henry W. Brown, E. E. Williamson and R. C. Crowthers. The directors holding over are B. W. Gale, Edw. R. Buhrman,

Harry H. Hill, J. M. Sears, John Hoffman and Robert W. Wise, first vice-pres.

Toledo, O.—J. J. Coon, pres. of the East Side Iron Eltr. Co., had his left leg amputated at the Toledo hospital Jan. 15, blood poisoning having set in as the result of a blow from a mallet. Mr. Coon recently sold his half interest in the Royce & Coon Grain Co. to Frank and Wm. Lehmann, Geo. W. Fernside and F. E. Whitaker, of Bowling Green, but does not intend retiring from the grain trade as he intends to remain in active connection with the East Side Iron Eltr. Co. The property of the Royce & Coon Grain Co. includes a mill and eltr. at Bowling Green, eltrs. at Tontogany and Portage, and leases on eltrs. at Rudolph, Sugarridge, Hoytsville, Dunbridge and Custar.

Columbus, O.—The policyholders of the Ohio Grain Dealers Mutual Fire Insurance Ass'n held their annual meeting Jan. 9. The officers elected for the ensuing year are H. S. Grimes, pres.; John H. Motz, vice pres.; J. W. McCord, secy., and Fred Vercoe, treas. Directors, the foregoing and Grant McMorran, C. P. Bauman, E. G. Craun, J. B. Seymour and C. F. Barnhouse. The Ass'n closed the year with a very satisfactory showing, having \$770,000 insurance in force, a gain for the year of \$70,000. Net cost of insurance for the year was 42 per cent of the stock company rate. Losses incurred and paid during the year were \$7,000. The Ass'n now covers with its policies practically every insurable country eltr. in Ohio.

OKLAHOMA

Verden, Okla.—The Home Grain Co. is building a 20,000-bu. eltr.

Ft. Cobb, Okla.—The Home Grain Co. is building a 20,000-bu. eltr.

Carnegie, Okla.—The Home Grain Co. is building a 20,000-bu. eltr.

Fairmont, Okla.—G. G. Black, of Covington, will build an eltr. on the Frisco in the spring.

Mountain View, Okla.—The 15,000-bu. eltr. for the Chickasha Milling Co. has been completed and is now in operation.

Mountain View, Okla.—Regular dealers at this station are troubled again with wild cat buyers. They come in and ruin the market for the legitimate dealer, pay more than the market price for grain and get it back in the weights from the farmer, and the farmer thinks he is getting a big price for his grain.

PENNSYLVANIA.

Coatesville, Pa.—Philip D. Handwork, grain merchant, dropped dead Jan. 3. He formerly operated a flour mill at Parkersburg.

Pittsburg, Pa.—F. P. Estes and E. G. Gunsolus, who compose the Lincoln Stock & Grain Co., have been placed under arrest on a charge brot by a customer, F. S. Patterson, who claims \$183.

PHILADELPHIA LETTER.

Corn rules firm under a good export demand. Local business is rather light.

Oats of choice quality sell well at full rates, but common stock, being rather plentiful, is dull.

The wheat market is keeping quiet and steady, with milling and export inquiry fair, but foreign bids frequently too low for satisfactory working.

Hay of desirable grades is in moderate request, but the market is overstocked with common and ordinary kinds which are bringing about a depressed condition. Straw is in ample holdings and is rather dull.

The Keystone Eltr. contention, which was supposed to be dead and buried, has been resurrected and will form quite a vigorous issue in the Commercial Exchange election of pres. Like the ghost in Hamlet, it will not down.

Penrose A. McClain, director of the Commercial Exchange, who died at his residence of Bright's disease, was a typical Philadelphia business man and one of the best known members of the organization. A quarter of a century ago he was the official grain measurer of the city.

All Commercial Exchange nominations must be posted on the grain floor, and the list was opened on Saturday with a goodly number of candidates from pres. down to director, the election to follow at the close of the month. All indications point to a hot fight by the different factions. Secy. Logan is serene as old ocean during a summertime calm, as he is not compelled to go through this trying ordeal.—S. R. E.

PITTSBURGH LETTER.

Mill feed prices are advanced slightly. Good demand has stimulated the market.

The change in rye since last report is from fairly steady to dull conditions. Consumption is quite limited, and no new contracts are being placed. Prices are fully a cent lower.

Altho not quite enough No. 1 timothy hay is arriving there is more than enough of other grades, and the average is liberal. No. 2 and lower are very hard to place. No. 2 clover is a veritable drug, which may also be said truthfully of all kinds except No. 1 timothy.

Quite a large quantity of consigned hay now coming forward is not of prime quality. Much of this is from shippers who draw for 80 per cent of value, less freight. Quite a few cars are on track, some of them on demurrage, on account of over-drafts made against them. Shippers who draw for full value will find their shipments unpopular at this time.

The hope of the oat situation is clearly with the future. Altho prices are so low here as to barely cover lay down cost yet the demand is exceedingly light, and a surplus is an immediate possibility unless some good wind blows an increase of consumption this way. Present arrivals are very hard to place. Low prices for corn are affecting the oat market unfavorably.

When last reporting the straw market it was possible to say with the backing of truth that the situation was weak. This was followed during the next week by a condition of activity which made all receipts move off rapidly, with quoted prices actually ruling. The result of the activity was the increase of shipments which have not been good for the state of affairs, and there is now a renewal of the former quiet conditions. All kinds of straw are now dull, and caution in buying is the counsel given to local dealers, as there seems to be plenty of straw.

Ear corn, as has been said, is really the strongest cereal in the local market, and up until within the last few days it has had no trouble to hold this position, without fear of losing its hold. Recent

events, however, give rise to a possible doubt as to the maintenance of the strength indefinitely, for arrivals are more liberal, and the salvation of the situation is with the shipper, who must cut down supplies if reaction in prices is to be avoided. Shelled corn, on the other hand, is growing stronger every day and a larger proportion is grading No. 3 than heretofore. This, of course, is encouraging. While quotations are allowed to remain nominally unchanged there is no doubt as to the increased strength of the market, demand being much more active than at any former time this year.—C. H.

SOUTH DAKOTA.

Fairview, S. D.—The Fairview Milling Co. will build an eltr.

Elkton, S. D.—The eltr. for the Sleepy Eye Milling Co. at Grant Siding has been completed.

Menno, S. D.—The eltr. for Chris Mettler has been completed and he has installed the first cleaner in the vicinity.

Miller, S. D.—Geo. P. Sexauer, of Brookings, has purchased the eltr. of Corcoran Bros. and will use it for buying grain for his mill at Brookings.

Erwin, S. D.—The farmers of the vicinity are talking of organizing an eltr. company and building an eltr. if the railroad will put in a side track to the proposed site of the eltr.

Presho, S. D.—S. W. Whyte and Jas. W. Sanford have secured sites and will build the first eltrs. in Lyman county. The eltr. to be built by Mr. Whyte will have capacity for 30,000 bus. of grain and the house to be built by Mr. Sanford is expected to be as large if not larger. This territory is being opened up by the Milwaukee Road which is extending a branch to the Black Hills.

SOUTHEAST.

Birmingham, Ala.—Dixon & Co., grain brokers, have discontinued business.

Norfolk, Va.—The largest cargo of corn shipped from this port for 8 years left here Jan. 14 for Hamburg, in the Swedish steamship Drottning Sophia. The shipment amounted to 200,000 bus., and will, with another large shipment soon to leave, be rushed to Hamburg to avoid the increased German tariff duty which goes into effect March 1.

Atlanta, Ga.—The grain dealers of Atlanta have organized the Atlanta Grain Dealers Ass'n and held their first meeting Jan. 23, followed by a banquet. The officers of the Ass'n are: A. P. Morgan, pres.; W. L. Fain, vice-pres.; A. C. Wooley, secy. and treas. The following grain dealers and brokers are members of the Ass'n: A. P. Morgan Grain Co., W. L. Fain, George W. Brooke, W. S. Duncan & Co., T. H. Brooke & Co., A. C. Wooley & Co., L. D. Hope & Co., Southern Flour and Grain Co., J. D. Frazier & Co., F. P. H. Akers, Atlanta Milling Co., F. B. Logan & Co., J. J. Russell & Son, Rogers & Harwell, H. H. Whitcomb & Co., W. R. & I. S. Shropshire, Joseph Gregg, Smith & Martin, W. R. & C. E. Johnston, Irwin Hazelhurst & Co., J. W. Stoffocher, C. D. Brown & Co., A. J. Kiser, H. H. McCall, J. H. Everett & Son. The following invited guests were also present: E. D. Davis, W. M. Tery, G. F. & A. Grocery Co., Estes Bros., W. W. Morgan, J. S. Sewell and Samuel Wilkins.



The Minster Machine Company, Minster, Ohio

Mfrs. of the Minster Friction Clutch Pulley Friction Cut Off Couplings; Friction Clutches with extended sleeves, to which wood split pulleys, sprockets, gears, etc., can be attached. Catalog and prices on application.

Durable Wire Rope Co.

Grain Shovel Ropes Car Haul Ropes
JUPITER TRANSMISSION ROPES
32 S. Canal Street CHICAGO

Don't Read This

unless you are a MANUFACTURER, MILL-MAN or BUSINESS MAN, in which case you would do well to carefully consider the following facts: The St. Louis & San Francisco Railroad, better known as the



has built, or added to its system, over 1900 (nineteen hundred) miles of new railroad, during the past five years and all traversing newly-settled sections of the Southwest. NOW is the time to locate your factory or mill in this most prosperous section. It will repay you to write TODAY for full particulars regarding inducements offered. abundant raw materials, excellent markets, etc. Illustrated booklet "Opportunities" sent free

M. SCHULTER
INDUSTRIAL COMMISSIONER

Frisco Building ST. LOUIS, MO

COAL FOR DEALERS

IS OUR SPECIALTY

Genuine Plymouth
Mt. Pelee 4-inch lump
Ideal Brazil Block
Silver Leaf Hocking
Smokeless, "any size"

ORDERS FILLED PROMPTLY
WRITE US

OHIO & MICHIGAN COAL CO.
MAIN OFFICE
DETROIT, MICH.

TENNESSEE.

Memphis, Tenn.—J. J. Stephenson has been admitted to membership in the Merchants Exchange.

Martin, Tenn.—W. T. Lawler will rebuild his eltr. which burned Dec. 13 and expects to have it completed in time to handle the next wheat crop.

Hornbeak, Tenn.—The Hornbeak Milling Co., incorporated, \$10,000 capital stock, and will build a mill. Incorporators, W. L. Blakeley, M. A. Ashley, M. Wigdor, W. F. Kendall and W. P. Williams.

Memphis, Tenn.—The Memphis Grain & Hay Ass'n on Jan. 16 re-elected its old officers for the ensuing year. They are Chas. D. Jones, pres.; V. L. Rogers, vice-pres.; J. B. Edgar, secy. and treas.; Caruthers Ewing, general counsel.

Beans Creek, Tenn.—Have very little grain for sale here as there was a partial failure of wheat and corn in this section. All the surplus will be needed for local demand, as there is a great deal of teaming in this section in lumber.—J. C. Brudin.

Bristol, Tenn.—W. R. Hamilton, senior member of the firm of Hamilton, Bacon & Hamilton, retired from the business, as an active member at the annual meeting of the stockholders. John D. Hamilton was elected pres., A. J. Roller, vice-pres. and treas., and R. M. Kenney, secy.

Chattanooga, Tenn.—Stewart & Alley, grain and feed merchants, were petitioned into involuntary bankruptcy Jan. 16, by Davenport Bros., Dan C. Wheeler and the Mountain City Mills, who have claims in excess of securities held. The liabilities are estimated at \$30,000, with assets of about \$20,000.

Memphis, Tenn.—The election of Jos. J. Wade of the firm of John Wade & Sons, wholesale grain and hay dealers, as second vice pres. of the Merchants Exchange is a unique distinction, the rules of the Exchange having only recently been changed so as to provide for the election of a second vice pres. Heretofore the Exchange has had but one vice pres.

Clarksville, Tenn.—The mill, eltr., office and a warehouse of the Dunlop Milling Co. burned Jan. 15 with 80,000 bus. of wheat, 5,000 barrels of flour and sacks valued at \$20,000. About 60,000 bus. of wheat were damaged. Loss, \$250,000; insurance, \$175,000. The fire started at 3 a. m. from a spark from a passing locomotive, it is supposed. Two grain tanks and a warehouse were all of the plant that were saved, and part of the grain in these was partly damaged. The plant will be rebuilt as soon as possible, with larger capacity, and the company expects to have the plant again in operation by July.

Memphis, Tenn.—E. R. Gardner, chief grain inspector and weighmaster of the Merchants Exchange, in his annual report states that 1,746 cars more of grain and hay were handled this year than last. The gross receipts of his office for the year have been \$9,427 and the expenses \$4,204, leaving \$5,222 net receipts. The receipts of grain were 9,504 and the shipments 3,144 cars. Secy. Nat S. Graves reports \$70,779 of assets and no liabilities. The finance committee congratulated members on the splendid financial condition of the exchange. At noon on the day of the election luncheon was served, the pleasure being enhanced by the music of a band.

Memphis, Tenn.—The Merchants Exchange, at its annual election Jan. 12 chose B. I. Busby pres., W. P. Battle, first vice pres., Jos. J. Wade, second vice pres., and James F. Hunter, treas.; directors, George D. Burgess, A. L. Parker, Joseph E. Maury, W. W. Simmons, H. J. Parrish, M. Eugene Clark, T. J. Wellford, S. H. Stout, Joseph H. Houston and C. M. Drew. The first vote of the election was cast by a woman, Miss Leah Klein, who represents the J. Rosenbaum Grain Co., the company's former representative, Arthur R. Sawers, having removed to Chicago to engage in the grain business on his own account. After Miss Klein had voted and was ready to leave the hall a committee composed of H. B. Schloss and T. B. Andrews escorted her to the stand and Pres. Johnson presented her with a beautiful diamond ring in the presence of about 150 members of the exchange, with appropriate remarks on the honor of having a lady on the floor as the legal representative of a firm.

Memphis, Tenn.—A stand for honest full weight has been taken by the Memphis Grain & Hay Ass'n. and its members request buyers of grain and hay to report to Secy. J. B. Edgar in full any shortage in the weights of grain or hay received, when the matter will be investigated and justice done. The circular follows: In recent years the practice of sacking grain and grain products in uniform weight packages has become so general, and found by the retailer to be so convenient, that now the custom has become firmly established. At first, these weights were regular and correct, but as buyers became careless about weighing their grain, some shippers, presuming that the buyer would not reweigh, have been putting out short weight packages. The attention of this Ass'n. having been directed to the fact that many markets are resorting to this short weight practice, thereby enabling such dishonest dealers to sell at prices considerably under their honest competitors, who are giving their customers exactly the weight they sell, you are hereby earnestly urged to weigh a sufficient number of sacks of grain, chops, bran, mill-feed and bales of hay from whatever market it may come and assure yourself that you are getting absolutely every pound that you pay for.

NASHVILLE LETTER.

Nashville dealers feel very much gratified over the fact that Samuel G. Douglass, was so notably recognized at the session last week of the National Board of Trade at Washington.

The car situation here is now much better, and as a result the whole grain trade has vastly improved. Receipts in all kinds of grain have materially increased. There is a fine demand holding forth in the Southeast and local dealers are getting their share of the orders.

Corn is by far the strongest card in the trade here now, and both the supply and demand are very favorable. Corn receipts, which were very restricted at last writing, have begun to increase rapidly. A great deal of corn is being shipped into the southeast.

News has reached here of a remarkable instance of quick growth. J. B. McCutcheon, of Martell, Ala., sowed a crop of oats on the first day of August and Dec. 5 he cut and saved a large crop of thoroughly matured oats. Local dealers

says this takes the cake for rapid action. Next!

Shelbyville, Tenn.—The retirement of W. M. Bryant of this place from business is considered quite an event in the grain circles of Tennessee. He has been associated with the business for many years and is widely known all over the state. His retirement was caused by ill health and advancing years.—R. N. C.

TEXAS.

Texarkana, Tex.—Gaines & Edmiston have succeeded Gaines & Watson.

Harrold, Tex.—The John E. Burrage Grain Co., of Wichita Falls, will improve its eltr. W. C. Heath is not in the grain business.

Prosper, Tex.—The Prosper Grain & Mercantile Co. incorporated, \$15,000 capital stock. Incorporators, A. M. Burke, T. A. Rowe, W. E. Talkington, J. M. Coleman and W. P. Rorex.

Waxahachie, Tex.—The warehouse on the H. & T. C. Ry. operated by the Waxahachie Grain Co. burned Jan. 7 with about 60 tons of hay. Loss on contents, \$600; fully covered by insurance.

Galveston, Tex.—The Galveston record for loading and unloading was made Jan. 3, when 120 cars of corn, or 122,549 bus., were unloaded at Eltr. B in 10 hours, and 100,000 bus. were loaded on a vessel.

Fort Worth, Tex.—In reply to a request for their opinion on the advisability of giving 24 hours more time in addition to the 48 hours now allowed for the unloading of cars, Secy. H. B. Dorsey of the Texas Grain Dealers Ass'n has been informed by many members that they do not approve of the proposition, on which the State Railroad Commission gave a hearing Jan. 16.

TEXAS LETTER.

Wichita Falls, Tex.—The Erwin & Wigham Grain Co. Jan. 16 suffered a slight loss by fire.

Cleburne, Tex.—Cyrus Bros., grain dealers, have filed a petition in bankruptcy.

Ft. Worth, Tex.—The Texas Millers Mutual Insurance Co. held its annual meeting in Ft. Worth Jan. 16. The old officers were re-elected. A statement of the affairs of the company was given out showing that it has over \$3,000,000 of insurance in force.—J. S. W.

UTAH.

Ogden, Utah.—The W. O. Kay Co. incorporated, \$50,000 capital stock, to do a general grain business. The officers of the company are: W. O. Kay, pres.; W. C. Howarth, vice-pres.; W. H. Barrett, secy.; C. M. Kay, treas.

WASHINGTON.

Ephrata, Wash.—J. T. Owens, agt. for the Wenatchee Milling Co., and Dwight Chaffee have applied for a site from the G. N. Ry. on which to build a grain warehouse. Application has also been made by Geo. E. Roberts, of Hartline, for a site for a warehouse. The Portland Milling Co. contemplates building warehouses and buying wheat at this point next season.

Walla Walla, Wash.—It is estimated that the bag output this year at the penitentiary will reach 2,000,000. It is expected that the price will be advanced considerably over \$5.85 per 100 f. o. b., for last year, because of the increased price of

raw material. Prices elsewhere last year ran as high as \$8.50. About 13,000,000 sacks are needed to supply the demand in this vicinity.

Seattle, Wash.—The wheat exporters and millers have asked the railroad commission for a joint rate to be established on wheat from the Palouse and other eastern Washington points to the Sound. This petition has been indorsed by every wheat exporter and wheat flour miller of every city on the Sound, and it is claimed that wheat can be delivered at Portland from O. R. & N. territory at 2 cents a bus, less than from the same section to the Sound.

Olympia, Wash.—The Northern Pacific Railway is said to have engaged in the grain business in order to compete with regular dealers for the contract awarded by the army quartermaster for 1,500 tons of oats. The Portland Chamber of Commerce has demanded an explanation from the railroad company. It is said the railroad company on these large contracts employs a confidential dummy to bid, and then buys the oats at Chicago and fills the order, receiving about 50 per cent of the published freight tariff on oats from Chicago to Seattle. The best rate obtainable by Portland bidders from the O. R. & N. was \$8 per ton from Missouri River points, but the successful Seattle bidder offered oats at a price indicating he was getting a rate of \$5 per ton.

WISCONSIN.

Beloit, Wis.—J. W. Prouty, a former well known grain dealer, died Jan. 11, aged 84 years.

Osceola, Wis.—The grain eltr. of the Osceola Mill & Eltr. Co. burned Jan. 17. Loss, \$15,000.

Milwaukee, Wis.—Geo. Cahill, formerly with the Franke Grain Co., has taken charge of the feed department of the Chas. A. Krause Grain Co.

Superior, Wis.—The first payment of fees by the railroads to the Wisconsin Grain & Warehouse Commission was made Jan. 8, by the Northern Pacific, and amounted to \$25.60. John D. Shanahan, the New York member of the Commission, arrived on the same day for a brief conference with the local officials. The rumors that Mr. Shanahan will resign are denied. A commission firm of the Board of Trade is about to begin suit against the Great Northern Railroad to compel the receipt of a car of durum wheat. The Minnesota inspectors graded the car No. 2 with 9 pounds dockage, while the Wisconsin inspectors graded it No. 2 with 5 pounds dockage. The eltrs. having joined the railroads in the payment of fees the mills are the only interest holding out.

MILWAUKEE LETTER.

The latest sales of memberships in the Milwaukee Ch. of Com. have been at \$250 net to the buyer.

That the failure of the move to exclude country members from sharing in a division of commissions was a fortunate thing for this market, is evidenced by expressions from certain large shippers, who declare that, had the proposed rule been adopted they would have consigned every bus. of their grain elsewhere.

W. H. Dodsworth, gen. agt. of the C. M. & St. P. Ry., states that 15,000 of their cars have been tied up with grain awaiting unloading, particularly in the east; but the majority of these are now being

released and returned to the N. W. so that the shortage so long prevailing will soon be a thing of the past.

Some doubt is expressed here, albeit by a railroad, trolley and gas corporation attorney, as to the constitutionality of the Superior grain inspection law, as amended, on the ground that it interferes with interstate commerce, is ex parte legislation and applies to one section of the state exclusively. Doubtless he could think of other reasons; but meanwhile the Commission is making its authority felt.

It is getting to be that season of the year when buyers are not able to pick and choose at their own sweet pleasure, for offerings of grain are very light. Off-grades, and those that are not so far "off" as the upturned noses of millers, maltsters and shippers would lead one to infer, have, therefore, stood a better chance lately, and the market for all qualities is fairly good. Country dealers should make free use of mail samples before disposing of their grain on track bids at the usual terms, and by doing so they can pick up many an extra cent—possibly several cents—per bushel which would otherwise be lost to them.—C. T.

Imports and Exports of Hay.

Hay imports for the 11 months prior to Dec. 1 were 38,075 tons; compared with 563,498 tons for the same months of the preceding year.

Hay exports for the 11 months were 62,961 tons; compared with 59,347 tons for the corresponding months of 1904.

No foreign hay was exported during the 11 months; compared with 256 tons for the same period of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

Corn Oil and Cake Exports.

Exports of oil cake during the 11 months prior to Dec. 1 were 40,419,547 pounds of corn oil cake and 511,703,285 pounds of linseed oil cake; compared with 16,445,214 pounds of corn oil cake and 585,970,418 pounds of linseed oil cake for the same months of 1904.

Exports of corn oil for the 11 months were 3,029,943 gallons; compared with 2,205,942 gallons for the same months of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

Imports and Exports of Beans and Peas.

Imports of beans and peas during 1905 prior to Dec. 1 were 399,366 bus.; compared with 610,517 bus. for the eleven months of 1904.

Exports of beans and peas for the 11 months were 351,383 bus.; compared with 216,638 bus. for the 11 months of 1904.

Exports of foreign beans and peas during the 11 months were 44,962 bus.; compared with 57,655 bus. for the same period of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

Clyde E. Leighty, a recent graduate from college and a resident of Lawrence County, Ill., has been appointed inspector of corn shipments by the U. S. government and will report on the condition of corn exported to Germany where he will be stationed, visiting the different ports where the corn arrives.

FREE

your mind of all anxiety or worry by using Calcium Chloride in the cooling water of your gasoline engine, it will not freeze.

Free

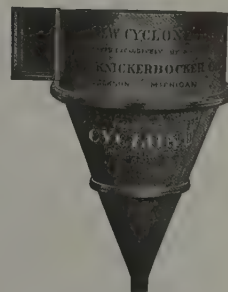
A hydrometer to every owner of a gasoline engine who buys a drum of our Calcium Chloride.

Write for Full Particulars

James H. Rhodes & Co.
219 Michigan Street, Chicago

There is but one "Cyclone" DUST COLLECTOR

The Knickerbocker Cyclone



Patented Aug. 29, '05

**MORE AIR
MORE WORK
BETTER WORK**

The Knickerbocker Co
511 Liberty Street
Jackson, Michigan

Results Follow The Ad

We have sold out. Your Journal did it.
McCREA & VLEREBOME, New Holland, Ohio.

Seeds

The Steele-Briggs Seed Co., of Winnipeg, Man., recently suffered loss by fire.

The American Seed Trade Ass'n will hold its annual meeting the last week in June at Toledo, O.

Ft. Branch, Ind., Jan. 13.—Clover and grass being shipped in; good grades very scarce.—O. W. Leoffler, mgr., Ft. Branch Eltr. Co.

The Vogeler Seed & Produce Co., of Salt Lake, Utah, has recently completed its new seed warehouse and elevator.

H. B. McCullough, of J. M. McCullough's Sons Co., dealers in seeds, has been elected secy. of the Cincinnati Chamber of Commerce.

Atty.-Gen. Moody has given Secy. Wilson of the Dept. of Agri., an opinion that it is lawful for the head of that dept. to publish the names of dealers who sell adulterated seed.

The arbitration committee on grass and field seeds as appointed by the directors of the Chicago Board of Trade Jan. 16 for the ensuing year is composed of T. M. Hunter, F. E. Winans, Charles A. Heath, G. S. Green and A. L. Somers.

A seaboard seed dealer reports that his recent importations in car load quantities are very foul. They are nearly all siftings or seed containing plenty of buckhorn; and it is hard to sell in competition with American seed.

A New York state dealer writes C. A. King & Co.: We are not buying much of any clover now, as the demand is very poor. The trade all seem to be afraid of the high prices and will not buy it until about the time they have to use it.

No timothy seed or flaxseed were imported into the Philippine Islands during the 8 months prior to Sept. 1, 1905; compared with 550 pounds for the corresponding months of 1904, as reported by the War Department.

Cincinnati received during 1905 27,440 bags of clover seed, 41,018 bags of timothy seed, and 114,696 bags of other grass seed; compared with 29,278 bags of clover seed, 66,787 bags of timothy seed, and 84,839 bags of other grass seed, during 1904.

Exports of clover seed from New York for the week ending Jan. 20 were 2,225 bags, against 4,415 the preceding week and 5,767 a year ago. In one day 3,000 bags were cleared from New York, divided between Hamburg and Hull; and much of this was said to be red clover from Canada.

Seed exports during the 11 months prior to Dec. 1 were 4,953,205 pounds of clover seed, 1,070,771 bus. of flaxseed, 9,119,312 pounds of timothy seed and other grass seed valued at \$202,189; compared with 7,493,961 pounds of clover seed, 26,628 bus. of flaxseed, 12,547,719 pounds of timothy seed and other grass seed valued at \$243,843 for the same months of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

Cane seed is moving rather freely at Wichita, Kan., and the demand from Texas seems to be increasing. The seed this year is exceptionally good in quality, though the yield in some vicinities is very light. It is selling around \$1.00 to \$1.10

per cwt. f. o. b. shipping points, based on the rate of freight. Millet seed has commenced moving, but the market East is not as good as in Texas, and little is heard of seed being shipped to Eastern markets.

Seed receipts at Chicago for the week ending Jan. 20 were 308,250 pounds of timothy seed, 79,040 pounds of clover seed, 148,000 pounds of other grass seed and 16,800 bus. of flaxseed; compared with 394,040 pounds of timothy seed, 110,912 pounds of clover seed, 792,830 pounds of other grass seed and 18,000 bus. of flaxseed for the corresponding week of 1905. Shipments for the week ending Jan. 20 were 234,580 pounds of timothy seed, 183,578 pounds of clover seed, 262,983 pounds of other grass seed and 2,190 bus. of flaxseed; compared with 469,345 pounds of timothy seed, 68,664 pounds of clover seed, 799,171 pounds of other grass seed and 2,137 bus. of flaxseed for the corresponding week of last year.

Imports and Exports of Rice.

Imports of rice and rice products for the 11 months prior to Dec. 1 amounted to 38,162,069 pounds of rice and 57,609,194 pounds of rice flour, rice meal and broken rice; compared with 58,219,940 pounds of rice and 71,221,637 pounds of rice flour, rice meal and broken rice for the same period of the preceding year.

Exports of rice and rice products for the 11 months were 63,530,592 pounds of rice and 31,700,668 pounds of rice bran, meal and polish; compared with 7,994,324 pounds of rice and 26,924,822 pounds of rice bran, meal and polish for the corresponding months of 1904.

Exports of foreign rice and rice products were 8,622,639 pounds of rice and 10,200 pounds of rice flour, rice meal and broken rice; compared with 9,614,230 pounds of rice, but no rice products, for the corresponding months of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

The consumption of linseed oil cake in the United Kingdom for the past 5 years has averaged 470,000 tons annually.

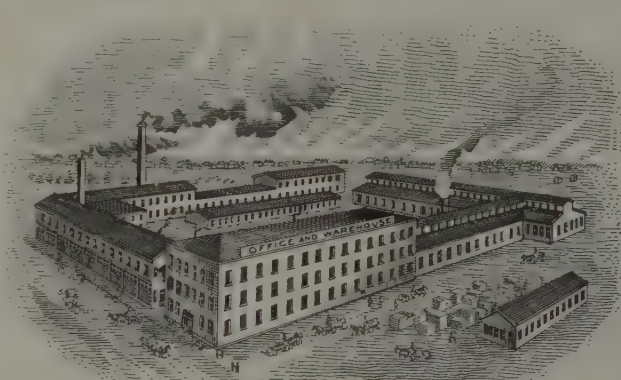
Under the provisions of the irrigation law of 1901 the proceeds of the sale of public lands, \$37,000,000, will be available for irrigation work in 1908.

The Growth of a Successful Elevator Supply House.

Nearly half a century ago was established in the thriving village of Sidney, Shelby County, Ohio, a foundry business which has grown to large proportions, although confined to special lines during recent years. In the early days of this business the grain warehouse was a very small affair and few of them contained any grain elevating or conveying machinery.

Under the supervision of the founder, Philip Smith, the business grew and was extended to new and distant territory. Finally the business was incorporated as The Philip Smith Co., the officers being Philip Smith, Pres., Frank Lucas, Vice-pres., and B. D. Heck, Secy. and Treas. Thru this infusion of new and young blood into the old established concern the business was further extended and pushed more vigorously than ever, with the natural result of a large increase in sales. From time to time its factory was enlarged until now its main building, adjoining the old machine shop is 100 x 40 ft., two stories high.

Another three-story brick building, 60 x 80 ft., is used as a wood-working department and the foundry occupies a large building 80 x 120 ft., with an "L" 40 x 60 ft. All buildings are well equipped and ample room is provided for



The Plant of the Philip Smith Co., Sidney, Ohio.

the storage of finished products, so that the work of the entire plant is greatly facilitated and the cost of production reduced to a minimum. A number of new machines have been added to the plant during the last year and it is now better equipped than ever to turn out more and better machines, and the workmanship on all is of better finish. All kinds of elevating and grinding machinery, corn shellers, grain cleaners, drags, dumps, conveyors, elevator appliances and supplies of all kinds are made.

Altho Philip Smith is still identified with the business that bears his name, he is now well advanced in years and is leaving the active management of the business in the hands of younger men.

The American Malt Co. has been incorporated at Hartford, Conn., to succeed the American Malting Co. in the readjustment of the capitalization of the latter.

Crop Reports

INDIANA. Ft. Branch: The growing crop of wheat is looking fine; high water has done the only damage so far. O. W. Loeffler, mgr. Ft. Branch Eltr. Co.

IOWA. Dixon: Most of the barley has gone. Lots of corn left but not many oats. John Dammann & Co.

KANSAS. Severance: The growing wheat made very little growth last fall and it can hardly be seen now. Not so much sowed as usual as the oat area of last spring was not large and the corn which was planted was blown down and not much was cut, leaving but little acreage for wheat. Most of last year's crop has been shipped; more than ever

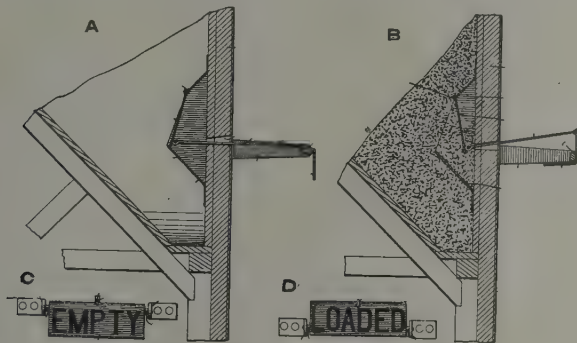
edly and grain dealers are not expecting a scarcity by any means. R. N. C.

TEXAS. Dallas: All the reports received here, on the grain situation, are of the most encouraging nature showing that the grain is making a splendid stand and has good prospects for the spring harvest. J. S. W.

Indicator for Bins.

To enable a person at a distance from a bin to determine at a glance whether the bin is full or empty is the object of an invention by Peter Swanson of Sou-dan, Minn.

As shown in the engraving herewith the device is attached to the wall of the bin, thru a hole in which projects a rod. The rod is attached at one end to a pivoted plate against which the grain presses, pushing the rod out. The outer



Indicator for Bins.

before at this time of the year. A great deal of the corn was sold out of the field; some farmers received as high as 44 cents for early white corn. Farmers commenced feeding new corn very early. Many hogs were fed but not many cattle. The roads are bad and not much grain will move until May, unless it sells from 5 to 10 cents higher a bu. Not much old wheat left and corn is about half gone. Oats were scarce. John Ebeling, for Ebeling & Laverenz, Norton: The winter has been very mild so far and the crop prospect seems very favorable for next season. The past season was a bumper for all kinds of grain. Both wheat and corn are moving freely while roads are good. D. F. Logan, agt. Home Grain Co.

KENTUCKY. Adairville: The growing crop of wheat is now in fairly good condition, altho it did not advance as much as was expected during the growing weather. Practically all the wheat now remaining in the farmers' hands from last year's crop will be delivered in another month. The price paid remains firm at 90 cents. W. B. England & Son.

OHIO. Miller City: The corn crop was exceedingly good; far better than that of the preceding season. N. L. Miller, agt. R. Turner & Son.

OKLAHOMA. Covington: The growing wheat is in fine condition; not as many acres sown as last season; held ground back for corn and oats. G. C. Black, Mountain View: Wheat is looking fine and the weather is favorable; plenty of rain. Quite an acreage of wheat was sown late but with the fine rains we are having think it will come out all right. Corn is coming to market slowly; prices are firm but farmers are holding for higher prices. No oats on the market at present, the bulk of the oat crop being in the farmers' hands, and they are holding for higher prices. D. E. McBride, mgr. Chickasha Milling Co.

TENNESSEE. Nashville: It is found that the acreage of wheat sown in this state this season is only about 2-3 of that of 1904, notwithstanding the fact that it has been stated repeatedly that the wheat crop this year would not only equal, but probably exceed that of last year. The crop is a large one undoubt-

end of the rod is attached to a pivoted angle plate, one angle bearing the word "Empty" and the other angle the word "Loaded," as at C and D in the engraving. The positions of the device empty and loaded are shown at A and B.

The pivoted plate is inclosed in a housing to give room for the outward swing. As soon as the grain has been drawn out of the bin the indicator will return to its normal position. Letters patent No. 805,102 upon this device have been granted.

Exports.

Buckwheat exports during the 11 months of 1905 prior to Dec. 1 were 451,227 bus.; compared with 103,943 bus. for the eleven months of 1904.

Broom corn exports for the 11 months were valued at \$207,116; compared with \$190,229 for the eleven months of 1904.

Malt exports for the 11 months were 585,887 bus.; compared with 440,829 bus. for the corresponding months of 1904.

Glucose exports for the 11 months were 163,329,976 pounds; compared with 149,842,345 pounds for the eleven months of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

A good roads train will be run over the Alton system in Illinois beginning Feb. 12 and continuing 2 weeks.

"We ain't hed no hard times since '79" said Farmer Cornstossel. "Why, dast it, in the '79 panic them Board of Trade fellows all clipped their mustaches off close so's they could smoke their cigars shorter."

Security Envelope Co.'s Metal Clasp Flour and Grain Envelopes

Best on the Market

More of this style used than all others combined. Write us for prices.

MINNEAPOLIS, MINN.

Purifying Grain

Has Come to Stay.

Our best grain handlers recognize this fact, and are preparing themselves for the inevitable by installing our

PURIFYING SYSTEM

and thus fortifying themselves against competition and picking the plumbs the other fellow cannot reach. There are too many stained oats in this year's crop to permit of fair margins without purifying. Write us for descriptive booklet and samples. It's worth your while.

Caldwell & Barr Earl Park, Indiana.

NOTE.—We have been granted and now own four U. S. Letters Patents covering the art and mechanism for purifying grain. Unauthorized parties who do not own any patents, and who have no license to operate under any patents, are endeavoring to construct and sell purifying or bleaching plants. Elevator owners, in order to protect themselves, should compel such unauthorized parties to give them a thoroughly good and responsible indemnifying bond against costs of infringement suits and damages, as we shall institute infringement proceedings against elevator owners in every case where our patents are infringed.

R. G. Stuhr, Superintendent of Construction, Traders Building, Chicago, Ill.

The Stuhr Grain Purifier Constructing Company

(Not Incorporated)

We are Contractors and Builders of Grain Purifying Plants

are authorized selling agents for the right to use the only PROCESS TOWER ever patented or placed on the market. Process patents as advertised up-to-date are all infringements, for the reason that the original CAZALET Patent, No. 592,691, contains all the essential points of the so-called process patents as advertised by others. NO process application can be made successfully without a PROCESS TOWER. These are absolute facts and we invite investigation. The CAZALET PATENT is now owned entirely by the American Grain Purifier Constructing Co., a South Dakota corporation, of which D. H. Stuhr is Sec'y-Treas. and Manager. All official corporate documents of every description of this Corporation with reference to the transfer of the CAZALET Patent and otherwise, are open for PERSONAL inspection in Stuhr's office, Davenport, Ia., by special request. We have had practical experience in operating Grain Elevators and Grain Purifying Plants and guarantee satisfactory Process results or NO PAY. "Can we serve you?" Write to

D. H. STUHR, MANAGER
Davenport, Iowa.

Grain Carriers

The Wabash is having 2,000 cars built. Cars are said to be in better supply on roads east of Chicago.

The Indiana Harbor Railroad, Chicago to Danville, Ill., has just been opened for traffic.

The Union Pacific branch from Menoken to Onaga, Kan., 37 miles, was completed Jan. 14, and will be extended 48 miles to Marysville.

The directors of the Boston Chamber of Commerce fear that railway rate regulation eventually will result in fixing rates on a mileage basis.

Thos. W. Kennedy, supt. of the grain and elevator interests of the Lake Carriers Ass'n at Buffalo, N. Y., has been reappointed for the season of 1906.

The Pacific Ry. Co. of Washington has changed its name to Chicago, Milwaukee & St. Paul Ry. Co. of Washington and will build from Seattle and Tacoma east-erly 300 miles.

The Michigan Millers Ass'n on Jan. 17 adopted resolutions at its meeting at Lansing heartily approving the recommendations of Pres. Roosevelt on railway rate regulation.

The Minnesota, Dakota & Pacific Ry. Co. has been incorporated at Watertown, S. D., to construct the 50-mile extension of the Minneapolis & St. Louis from that place to Spink County.

Representative Hogg of Colorado has introduced a bill providing for a transportation commission and a court of transportation, resembling in many points the Grosscup plan of rate regulation.

Immunity from prosecution for granting rebates is demanded by John N. Faithorn, Fred A. Wann and the Chicago & Alton Railroad on the ground that the government holds evidence of rebating in the shape of records of the road and no person can be compelled to give evidence against himself.

Allegations that the big manufacturing trusts are permitted to hold cars without the payment of the demurrage exacted from small shippers are supported by the suits to recover \$84,000 brot by 6 railroad companies against the Illinois Northern Ry. The defendant road is a side track of a trust at Chicago.

In the case of the Dewey Bros. Co. against the Baltimore & Ohio Railroad the Interstate Commerce Commission decided that the overcharges on shipments of hay from points in Ohio to points in North Carolina entitle the shippers to reparation, but that in view of the meager evidence offered the case may be reopened.

Grain elevators have been erected at several points on the extension of the Great Northern from Sioux City to Ashland, Neb., 103 miles, in advance of the opening of the road South of Sioux City. The following stations are open for business: Dakota City, Homer, Winnebago and Walthill. Track has been laid from Ashland north to the Platte River.

Herbert Bradley, traffic manager of the Millers National Federation, after attending the several conferences with the rail-

roads, has issued the following circular: "The Shippers' committee insists that the railroads shall carry their full common law liability, and cannot modify their demands. The committee are still working together to devise some means of obtaining a satisfactory B-L. In the meantime, the non-negotiability of the documents is waived provided that Bs-L are consigned 'to order.' We would therefore impress upon all shippers the importance of not accepting the new uniform B-L on the same basis as heretofore has prevailed, and under no condition to sign any receipt or B-L."

The Wabash on Jan. 13 issued an export corn tariff minimum weight marked capacity of car from Omaha, South Omaha and Council Bluffs from beyond 23 cents to Boston and New York, and 22 cents to Philadelphia, effective Jan. 18. Other roads were expected to follow but have declined, hoping for a satisfactory division of the rate between lines east and west of Chicago. The Wabash is the only road having its own rails from Omaha to Buffalo. The western roads refuse to accept the 7 cents remaining after f. o. b. and elevation have been deducted from their proportion of 10 cents.

Movement of Grain in 1905.

RECEIPTS AT CINCINNATI.				
	1905.	1904.	1903.	1902.
Wheat ..	3,195,101	2,124,447	2,830,463	4,988,822
Corn	11,326,222	12,848,217	10,453,465	7,820,048
Oats	13,474,267	6,034,074	5,890,540	5,883,009
Rye	623,758	601,923	520,605	523,024
Barley ..	1,484,770	1,038,936	886,755	827,909

SHIPMENTS FROM CINCINNATI.				
	1905.	1904.	1903.	1902.
Wheat ..	2,635,085	1,625,385	2,554,036	4,412,414
Corn	7,418,732	9,217,189	7,110,679	4,355,272
Oats	11,140,514	3,586,492	3,725,680	3,427,510
Rye	208,862	174,896	234,817	177,334
Barley ..	501,928	35,872	28,341	5,541

RECEIPTS AT SAN FRANCISCO.				
	1905.	1904.	1903.	1902.
Wheat ..	3,719,994	3,121,106	3,889,077	9,120,543
Corn	271,466	205,471	163,738	146,604
Oats	680,055	832,110	806,714	918,115
Rye	46,447	64,906	46,784	316,585
Barley ..	3,618,580	3,483,131	5,251,997	5,943,909

SHIPMENTS FROM SAN FRANCISCO.				
	1905.	1904.	1903.	1902.
Wheat ..	184,466	1,191,391	2,759,525	8,237,782
Corn	159,816	65,294	32,407	35,349
Oats	51,609	92,218	47,587	28,416
Rye .....	.....	878	2,810	301,232
Barley ..	1,767,575	2,202,513	3,907,027	3,937,891

RECEIPTS AT NEW ORLEANS.				
	1905.	1904.	1903.	1902.
Wheat ..	809,800	1,731,015	11,897,484	16,505,894
Corn	25,652,000	4,580,357	13,048,439	2,072,617
Oats	2,309,000	2,435,875	35,581	180,621

EXPORTS FROM NEW ORLEANS.				
	1905.	1904.	1903.	1902.
Wheat ..	534,334	2,089,814	11,218,084	17,250,250
Corn	21,937,000	5,300,214	12,768,740	2,791,632
Oats	894,143	43,200	4,067,254	2,522,891

RECEIPTS AT GALVESTON.				
	1905.	1904.	1903.	1902.
Wheat ..	3,855,758	2,429,272	10,520,784	12,712,490
Corn	9,966,186	4,054,533	4,134,791	1,133,623
Rye .....	.....	.....	.....	18,330
Barley ..	146,455	.....	.....	.....

EXPORTS FROM GALVESTON.				
	1905.	1904.	1903.	1902.
Wheat ..	2,594,880	2,814,023	18,780,858	11,068,894
Corn	9,919,305	3,183,165	4,333,231	992,787
Rye .....	.....	.....	8,571	12,064
Barley ..	80,000	.....	.....	.....

RECEIPTS AT MONTREAL.				
	1905.	1904.	1903.	1902.
Wheat 15,316,721	11,812,895	10,546,739	20,177,624	
Corn .. 6,331,182	4,124,909	7,786,917	574,706	
Oats .. 3,888,492	2,423,873	2,411,627	3,372,509	
Rye ... 121,139	6,912	607,166	710,264	
Barley 2,759,733	1,133,347	515,640	485,752	
Flaxs'd. 595,992	90,477	638,789	612,354	
Peas ... 78,222	194,785	300,064	497,521	
Buckw't 108,583	100,889	98,763	157,085	

SHIPMENTS FROM MONTREAL.				
	1905.	1904.	1903.	1902.
Wheat 9,954,348	7,514,616	15,980,084	16,888,505	
Corn .. 5,901,128	3,773,807	6,812,374	239,792	
Oats .. 2,683,768	1,319,295	1,063,661	1,937,264	
Rye ... 121,021	4,105	592,535	878,400	
Barley 2,604,671	1,006,408	320,683	262,961	
Flaxs'd. 270,453	.....	115,569	339,399	
Peas ... 69,387	211,281	281,521	413,685	
Buckw't 83,790	112,997	60,629	163,677	

The Wheat Convention at Pullman, Wash.

A permanent organization to be known as the Grain Producers, Shippers & Millers Ass'n of Washington is the result of a meeting of grain men and growers held under the auspices of the State College of Washington at Pullman Jan. 11-12.

The following officers were elected: Pres., R. C. McCroskey, Garfield; vice pres., A. J. Stone, Rosalia; secy., S. C. Armstrong, Colfax; treas., M. H. House, Pomeroy; executive com., E. E. Elliott, Pullman; J. W. Frye, Davenport; L. T. Bibb, Tacoma. The executive committee were instructed to frame by-laws and a constitution, to be submitted to the convention which will meet again in Jan. 1907 at the state college in Pullman.

The meeting is an innovation of its kind, the convention consisting of about 600 representatives from those interested in the grain industry from production to the distribution of its manufactured product.

At the opening session, State Grain Inspector J. T. Arrasmith read a paper on, "Shall We Have a New System of Grading Wheat?", which attracted much favorable comment.

The urgency of procuring and using pure seed received much attention in discussions at the meeting and especially in papers by Professors C. W. Lawrence and Geo. Severance of the state college.

The question of handling grain in bulk or bags was ably discussed by D. B. Putman and C. S. Armstrong. A paper on "Handling in Bulk" by W. H. Richardson was read by Professor Elliott.

In the address of W. H. Reed of Tacoma the following statements were made in regard to the usage of bags in marketing grain: "If the terminal warehouses sacked the grain the farmer would, on this year's crop, save the following items on sacks: Sack importers' profit, \$70,000; freight on sacks to eastern Washington, \$105,000; profit to the eastern Washington sack dealer, \$70,000; freight on the sacks containing grain back to tidewater, \$22,000; add the sack weight dockage graft of \$105,000 and you have a grand total of \$372,000 that might be saved in one year. Is the Washington farmer so plethoric with money that such an amount isn't worth his saving? When the isthmian canal is finished cargoes will certainly not go in sacks, and he can then save that amount plus the cost to the importer of sacks, say 5 cents each, or on 14,000,000 sacks, \$700,000 more, making a grand total of \$1,072,000 in a single year. But in the meantime, during the next 10 years while the canal is building, why not save the \$372,000 a year, making \$3,720,000 in these 10 years?"

The convention approved the request of the Washington State college for more land for its experiment station farm, and asked the legislature to pass an appropriation for about 240 acres additional, adjoining the college farm.

The second resolution endorsed the Adams bill, now before congress, asking for increased appropriation for experimental stations in the United States.

The evening's program consisted of an address by Judge B. S. Grosscup, atty. for the Northern Pacific, on, "The Relation Which Should Exist Between Common Carriers and Producers," and an

address by L. T. Bibb on "The Milling of Wheat."

At the second day's sessions Prof. R. Kent Beattie continued his paper on "Smut" showing the methods of the state college to destroy and prevent it.

S. S. King, deputy state grain inspector, in his paper on "State Grain Inspection" stated that half the crop needed cleaning and that from \$275,000 to \$300,000 could be saved to the farmers annually by cleaning the grain before shipping.

Other papers and addresses on the second day's program were: "The Milling of Wheat," Samuel Glasgow, Spokane. "Factors Influencing the Milling Qualities of Wheat," Prof. R. W. Thatcher, Chemist, State Experiment Station.

"The Future Market Place and Price for Wheat," Hon. Miles C. Moore, Walla Walla.

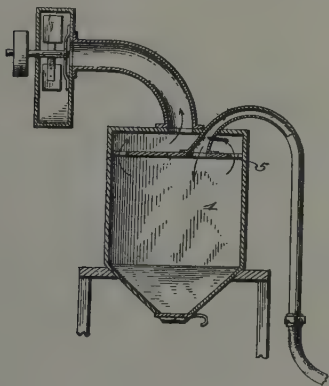
"The World's Distribution of Wheat." Prof. W. G. Beach, State College.

"The Relation Between the Government and the Farmer," Prof. E. E. Elliott, Agriculturist, State College.

It was announced at the conclusion of the convention that the proceedings would be printed in pamphlet and distributed to the members with the compliments of the millers, warehousemen and exporters of the state.

Pneumatic Grain Elevator.

The pneumatic grain elevator illustrated in the engraving herewith is the invention of Samuel Olson of Chicago, Ill., who has been granted letters patent No. 795,412.



Pneumatic Grain Elevator.

The exhaustion of the air from the tank, 1, creates suction thru the pipe, 6 and 7, whereby the grain is drawn up out of the car or boat into the tank. The grain falls to the bottom of the tank, while the air sweeps the dust and dirt thru the openings, 5, the tube, 8, and the fan, 10, into cyclone dust collectors. Drawing the slide in the bottom of the tank deposits the grain in a weighing hopper or bin.

No speculator ever succeeded who had not the people with him; and when one of them gets into the market and tries to play the "shake-out" game, put it down for a certainty that he and his deal will be closed up in a disaster. But few have ever learned this. The man who starts and has the people with him will make an astonishing success.—E. W. Wagner.

Supply Trade

The Foos Gas Engine Co., of Springfield, O., is running its plant until 9 p. m. to meet the demand for engines.

C. P. Blackburn & Co., of Baltimore, Md., are sending friends an art calendar with a painting in colors of "The Harvest Girl."

Judgment has been obtained against the Ft. Dearborn Belting & Supply Co., of Chicago, of which Elmer E. Bast was manager during its short business career.

F. W. and Otto Lehrack have formed the firm of Otto Lehrack & Co., at Kansas City, Mo., to build grain elevators and handle the McVicker Gasoline Engine.

Arthur J. Magnus, vice pres. of the A. Magnus & Sons Co., dealers in brewers supplies, at Chicago, Ill., shot and killed himself Jan. 23, while despondent over poor health.

The Automatic Scale Co. has been incorporated at Alton, Ill. The capital stock is \$25,000; and the incorporators are Frank R. Davis, J. W. Ford and Louis Flack.

Advertising is an eloquent and effective "salesman"—distinguished from the verbal salesman in this, that while the latter talks to one customer the advertising salesman is talking to tens, possible hundreds, of thousands.

D. H. Cramer, elevator builder, of Omaha, Neb., has not been seen since his mysterious disappearance Nov. 12, and friends are becoming alarmed for his safety. His principal creditors are dealers in lumber and machinery.

Threat of criminal prosecution has led the Chicago bankers to rescind one of their rules penalizing banks who do not make the charge for collecting out of town checks. The exorbitant tax is still in force, however, and customers of Chicago firms will confer a favor by remitting Chicago drafts instead of local checks.

A new class of advertising agent has arisen, who takes his work seriously as a profession, who feels that it consists of something more than the brokerage of space, that he is the confidential employee of his client, and that it is his business to bring his client's goods to the attention of the public, after earnest study, and in such a way as to increase that client's business.

The Sleepy Eye Dry Process Co. has been formed at Sleepy Eye, Minn., to sell rights to use a method of cleaning smutty wheat without washing. The process is said to be entirely new, and is an auxiliary to present grain cleaning machinery. The president of the company is W. R. Reid, of Sleepy Eye, the inventor, A. C. Von Hagen, secy. and managing director, and Geo. W. Somerville, treas.

An exorbitant charge for the collection of out of town checks has been instituted by banks represented in the Chicago clearing house, and some shippers contemplate having their eastern collections made by eastern banks.

EDWARD GUDMAN, Ph. D.
CONSULTING CHEMIST

Legal and Technical Expert

Special Attention Given to Food Products

Postal Telegraph Bldg., CHICAGO, ILL.
Correspondence Solicited.

INDUSTRIES

ARE

OFFERED LOCATIONS

WITH

**Satisfactory Inducements,
Favorable Freight Rates,
Good Labor Conditions,
Healthful Communities,**

ON THE LINES OF

THE ILLINOIS CENTRAL R. R.

AND

YAZOO & MISSISSIPPI VALLEY R. R.

For full information and descriptive pamphlet address

J. C. CLAIR,

Industrial Commissioner,

1 PARK ROW, CHICAGO, ILLINOIS.

Adv 1

Series "C"

There is a Farm Southwest

along the



waiting for you

It is as level as a floor and slightly rolling. You may see it from the car-window. One of these days some man, tired of being a tenant, will get it, and the first crop he raises will pay for the whole farm.

Now let us help you by mailing you descriptive literature of the regions that ought to suit you. It's free for the asking. Address Gen. Colonization Agt., A. T. & S. F. Ry., Railway Exchange, Chicago.

Supreme Court Decisions

A contract to submit questions in dispute to the arbitration of persons or tribunals other than the regularly organized courts are valid and enforceable.—*Pacaud v. Waite*. Supreme Court of Illinois. 75 N. E. 779.

A contract limiting the liability of a carrier must be supported by a consideration other than the delivery of the goods and the agreement to transport.—*Chicago, I. & L. Ry. Co. v. Hare*. Supreme Court of Indiana. 75 N. E. 866.

Where the president of the Board of Trade is made a party, as a representative of the board, to a suit involving the validity of by-laws of the board, he may prosecute an appeal from a decision adverse to the validity of such by-laws.—*Pacaud v. Waite*. Supreme Court of Illinois. 75 N. E. 779.

Where the seller shipped the goods with a B-L providing for delivery to consignee on payment of the draft attached, it is prima facie evidence of a reservation of title and right to the goods until payment of the draft, and the buyer obtains no right to possession by tender of less than the amount called for by the draft.—*Greenwood Grocery Co. v. Canadian County Mill & Elevator Co.* Supreme Court of South Carolina. 52 S. E. 191.

Where a carrier had no authority from connecting carriers to contract for through shipments except by a certain route, a shipper contracting for through shipment could not recover damages to the shipment occasioned by their having gone that way instead of another, as requested; he knowing the limitation of the carrier's authority.—*Houston & T. C. R. Co. v. Everett*. Supreme Court of Texas. 89 S. W. 761.

Acts 1899, p. 214, § 125, is entitled "An act to prescribe the parties to and venue of suits against railroad corporations * * * over whose * * * lines, or parts thereof, any freight * * * has been carried"; and section 1 provides that whenever any freight has been transported over two or more railroads operating within the state and having an agent in the state, etc., suit for damage arising out of such transportation may be brought against one or all of such railroad corporations in any county in which either of the roads extend or is operated, provided that, if damages are recovered against more than one carrier not partners in the shipment, they shall be apportioned, etc. Held, that such act did not affect the validity of a contract limiting a carrier's liability with reference to an interstate shipment to its own line, nor affect the rights of the parties thereunder.—*Missouri K. & T. Ry. Co. of Tex. v. Elliott & Dial*. Supreme Court of Texas. 89 S. W. 767.

Suit to recover \$635 lost in the purchase of wheat on margins was brought by the guardian of Roy L. Braucht against the Graves-May Co., of Minneapolis, Minn., and the evidence was heard by two juries, both deciding that the deal was not a gambling transaction. Judge Elliott of the Minnesota Supreme Court, recently in deciding an appeal, affirmed the prior de-

cision of the lower court, which had instructed the jury that "The evidence is conclusive that the plaintiff was an infant during the time covered by his dealings with the defendant, that he paid to and deposited the money with the defendant, and that he attempted to rescind, and did in fact demand that his money be returned to him. But these facts, standing alone, do not entitle him as a matter of law to the return of his money. Whether he is entitled to a return of the money depends upon the character of the contract between him and the defendant, a matter which was at issue."—104 N. W. 1089.

Bank Cannot Sell Grain Without Notice to Owner.

Joseph Gregg, grain shipper of Chicago, Ill., sent three carloads of corn to J. D. Miot, a grain broker of Columbia, S. C., and made separate drafts on him with Bs-L attached for each car of corn, amounting to \$1,238, in favor of Wanzer & Co., of Chicago. The latter advanced to Gregg the amount of the drafts and in turn placed the drafts to their own credit with the American Trust & Savings Bank of Chicago. This bank sent the drafts and Bs-L to the Bank of Columbia, with instructions to collect and remit proceeds for its credit to National Bank of the Republic in New York. Across the left end of each of the drafts was the following instruction: "Do not surrender documents until draft is paid. If not paid promptly notify —, Chicago, giving reasons and hold for instructions." The Bank of Columbia received the papers on June 7, 1901, and after several refusals by Miot to accept or pay the drafts, returned them to the Chicago bank. A second time they were sent for collection, and returned after a like unsuccessful effort to collect. Upon receiving them a third time, after again presenting them to Miot, the Bank of Columbia sold the corn to a third party on July 25, 1901, for the face of the drafts, storage charges, and freight, and remitted the amount of the drafts, less exchange, to National Bank of the Republic for credit of American Trust & Savings Bank.

Gregg had no notice of the sale until receipt of a letter from Miot, dated August 7, 1901, advising of his inability to deliver a carload of corn he had contracted to sell, because all the corn had been already sold by the Bank of Columbia. In the meantime corn had advanced in price.

In affirming the decision of the lower court in favor of Gregg, awarding him the difference between the price realized and the market price, the Supreme Court of South Carolina recently said:

"If Gregg sold the corn to Miot on condition that he should pay the amount of the drafts as the purchase price, as the defendant contends he did, then he was bound to take the price agreed upon from Miot, notwithstanding a rise in the price of corn, but the Bank of Columbia had no right to bind him to sell to another at the same price or at any price. While the bank of Columbia no doubt acted in good faith, the documents in its hands afforded no justification for the sale of the corn.

"But the most serious question is whether the plaintiff could maintain an action for conversion, even if it is conceded he had not parted entirely with the ownership of the corn, but merely pledged it for money borrowed from Wanzer & Co.

by indorsing the Bs-L. The defendant made this question by a motion for nonsuit and by appropriate requests to charge. The ordinary relation of pledgor and pledgee imports general ownership of the pledge by the pledgor, and a special property or lien of the pledgee accompanying the possession. Since an interest in property is not sufficient to sustain an action for conversion, unless there is also the right to possession, and since that right is in the pledgee and not the pledgor, the latter cannot, as a general rule, maintain such an action until his right of possession has been regained by payment or tender of the debt secured by the pledge and demand for the return of the property. There was no proof in this case that plaintiff made a tender to Wanzer & Co., or the Chicago bank, or the defendant, or that he demanded a return of the property from any of them. There was evidence, however, to the effect that the defendant paid Wanzer & Co.'s debt to the Chicago bank, which credited the amount to Wanzer & Co. and thus paid the debt of the plaintiff to that firm. The payment was made by remitting the proceeds of the alleged unauthorized sale, and manifestly, if the plaintiff had with knowledge of the conversion acquiesced in this application of the proceeds for his benefit, he would be held to ratify the sale. But, as we have seen, there was evidence that the plaintiff did not know until after the 7th of August of the sale, which had been made on the 25th of July. When the defendant gave notice it had sold the corn, this was notice it was out of its power, or that of the Chicago bank, or Wanzer & Co., to surrender to plaintiff."—52 S. E. 195.

National Board Meeting.

The National Board of Trade met in Washington Jan. 16 for the opening sessions of its 36th annual meeting. Among questions under consideration at the meeting, besides over 100 resolutions adopted by constituent bodies and presented to the national organization for discussion and action, the assembly had on program the problems of railroad transportation, consular service, postal affairs, federal control of interstate insurance, tariff and reciprocity, national bankruptcy and a national pure food law.

The resolution adopted by the National Board on railway rate regulation is a compromise. While recommending that rebates and discriminations be prohibited and punished the means suggested are objected to by advocates of regulation. After complaint of an excessive rate has been made by the Interstate Commerce Commission to a court the Commission shall not have power to compel the substitution of a reasonable rate until the court has given a decision; and even then the National Board recommended right to appeal to a higher court. This compromise was advocated by a director of the Pennsylvania Railroad.

Giving grain a higher grade with dockage encourages the shipment of dirt at the same rate of freight as grain.

This idea that seems to take possession of every great capitalist to have a big quantity of future-contract wheat and to have the whole market to himself is the thing that has defeated every one of them: there has been no exception to this case: he could buy wheat, but find no one to sell it to.—E. W. Wagner.

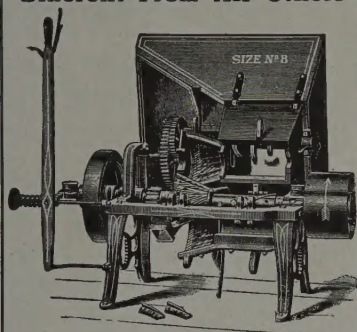
FEED MILLS FOR GRAIN ELEVATORS.

Bowsher Feed Mills

(SOLD WITH OR WITHOUT ELEVATOR.)

Crush ear corn (with or without shucks) and Grind all kinds of small grain; *separately or mixed*. Will grind Kaffir Corn in the Head. Have Conical Shaped Grinders. CAN RUN EMPTY WITHOUT INJURY.

Different From All Others



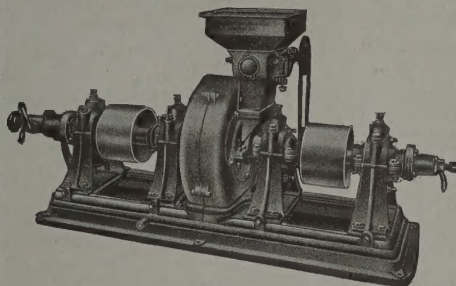
Lightest Running
Best Built. Finest Finish.

HANDIEST TO OPERATE

SEVEN SIZES: From 2 to 25 h. p. (Also make Sweep Mills, both Geared and Plain.)

They are Built for Business.

THE N. P. BOWSHER CO., South Bend, Ind.



Your Profits

at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

Monarch Feed Mill

Let us prove it to you by sending you one on trial.

WRITE US

Sprout, Waldron & Co.

P. O. 260, MUNCY, PA.

Shippers' Record Book No. 20.

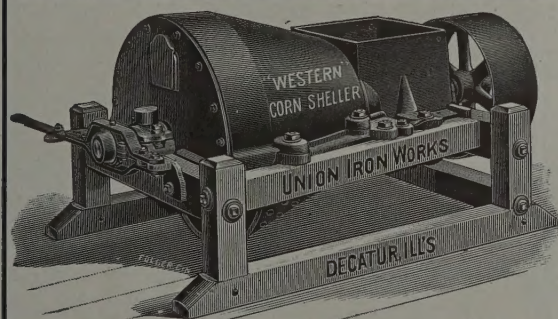
is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9 1/2 x 12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

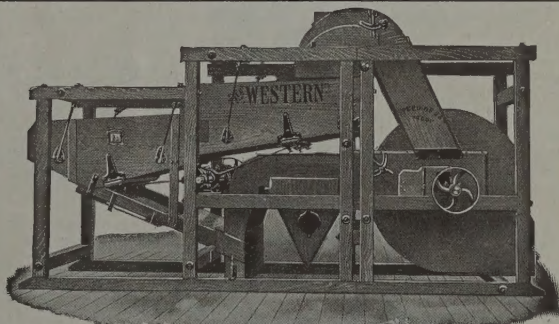
Wide columns are provided for recording these facts under the respective heads.

Price, \$1.75. Address

GRAIN DEALERS COMPANY, 255 LA SALLE ST., CHICAGO, ILL.



"Western" Warehouse Sheller



"Western" Shaker Cleaner

Do You Intend to Build an Elevator this Season?

If so, correspond with or see the

UNION IRON WORKS

DECATUR, ILL.

Plans to Suit Each Location by a Licensed Architect

Manufacturers of the justly celebrated WESTERN MACHINERY—Corn Shellers, Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

WRITE FOR OUR CATALOG AND PRICES

Patents Granted

Gas Engine. No. 809,292. Wm. T. Fox, Rochester, N. Y.

Car Door Lock. No. 809,872. Wm. F. Wendt, Altoona, Pa.

Exhaust Muffler. No. 809,654. Louis T. Weiss, Brooklyn, N. Y.

Explosion Engine. No. 809,841. Gustav Petzel, Tegel, Germany.

Rotary Explosion Engine. No. 810,366. Peter Bartoletti, Brownsville, Pa.

Cam Movement Explosive Engine. No. 809,333. Philip K. Stern, New York, N. Y.

Valve Mechanism for Internal Combustion Engines. No. 809,400. Wm. H. Schoonmaker, Montclair, N. J.

Internal Combustion Engine. No. 809,614. Henry C. Holloway, Gilroy, Cal., assignor of one-half to Wm. De Hart, Watsonville, Cal.

Gas Engine. No. 810,347. Edwin F. Porter and Walter R. Whiting, Boston, Mass., assignors to the American Rotary Engine Co., Boston.

Double Acting Explosive Engine. No. 809,451. Jos. W. Kyle and John W. Hicks, Chicago, Ill., assignors of one-third to Garfield G. Bennett, Chicago.

High Tension Current Distributor for Internal Combustion Engines. No. 809,453. L. J. Le Pontois, New Rochelle, N. Y., assignor to Poly-Phase Ignition System Co., of New York.

Combined Sparker and Governor for Gas Engine. No. 809,560. David F. Graham and Frank A. Fox, Stamford, Conn., assignors to the Eisenhuth Horseless Vehicle Co., Middletown, Conn.

Portable Grain Elevator. No. 809,373. (see cut) David C. Hof and Chas. F. Ludwig, Nora Springs, Ia. The receiving section has above it a two-part hopper the parts being capable of pivotal movement

Conveyor. No. 810,149. (see cut) Geo. C. Horst, Columbus, O., assignor to Jos. A. Jeffrey, Columbus. The flight has its clamp or attachment formed in halves to form a bend of the cable therein in combination with a detachable scraper. The hub part is shaped to engage with the heads of the bolts and prevent them from turning when the flight is secured in place.

Grain Door. No. 810,267. (see cut) Jos. E. Drake, Blue Rapids, Kan. Fixed upon the door is a supporting member movable thru and rotatable in a hollow guide extending longitudinally of the car above the opening. The door comprises a frame having side members and a cross bar with ends projecting. A lower fixed door section is secured to the side members of the frame at one side of the cross bar, the upper door section being hinged at its upper edge to the frame.

Conveyor. No. 809,316. (see cut) John W. Mackin, Chicago, Ill., assignor to Chester T. Drake, Chicago. Guide wheels at top and bottom of a frame and located out of vertical alignment carry an endless conveyor comprising buckets and intermediate plates having overlapping edges, the tops of the buckets being flush with the surface of intermediate plates. The lower edge of the supply hopper terminates adjacent to the conveyor and lies below the axis of the lower guide wheels.

Automatic Speed Regulator for Internal Combustion Engines. No. 809,771. (see cut) John G. Callan, Lynn, Mass., assignor to General Electric Co., New York. This device has a two-fold control of the speed, first by progressively reducing the charges of explosive mixture to a predetermined point, and, second, delaying the ignition of the charges simultaneously. A variable cut-off valve gear supplies the combustible and an adjustable sparking device ignites the charge.

Portable Grain Elevator and Conveyor. No. 810,010. (see cut) Gustave Wenzelmann and Edward H. Overholt, Streator, Ill., assignors to the Wenzelmann Mfg. Co. A frame supported on wheels has at one end a main driving sprocket shaft to which is pivoted a metallic elevator trough containing endless chains provided

with lags. A receiving conveyor is pivoted on the lower end of the elevator to turn upwardly into it, the conveyor comprising a sheet metal box open at the top.

Bean Cleaning and Polishing Machine. No. 810,009. (see cut) Ernest E. Wemp, Oxford, Mich. From a multiple feed hopper the beans pass to a horizontal conveyor, are polished, then separated from the polishing agent by a screen fed by a vertical conveyor. The beans are discharged thru chutes and the polishing agent is returned back to the conveyors by other chutes. After the first polishing the beans are returned by a chute for a second passage thru the polishing agent.

to and away from each other. The lower end of the inclined elevator rests on a wheeled truck and the upper end is sustained by the storehouse.

Delay in Paying Draft Canceled Contract.

The decision of the Shawnee County district court in the suit of the Taylor Grain Co. against the Bennett Commission Co. was recently reversed by the Supreme Court of Kansas.

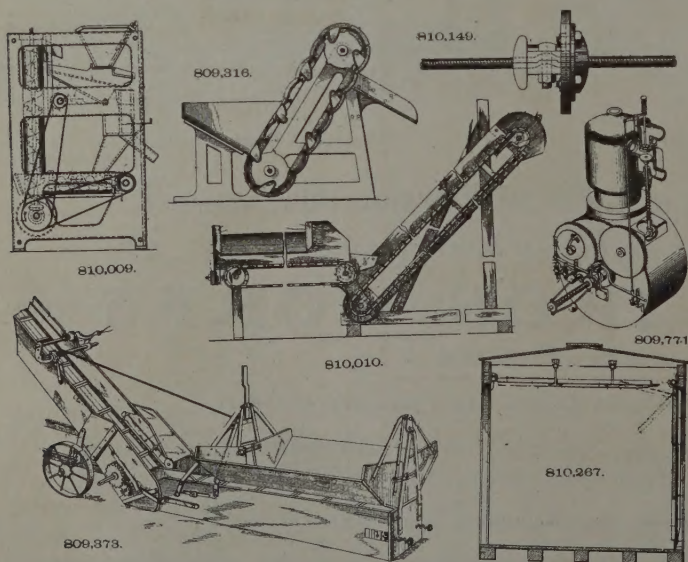
The Bennett Commission Co. sold the Taylor Grain Co. 10,000 bus. of corn on a contract providing that each car was to be paid for upon presentation of draft accompanied by B-L and certificates of weight and grade.

One of the drafts made by the Bennett Commission Co. was presented by the Merchants National Bank of Topeka, but not paid during business hours that day and at the end of the day the bank required Bennett to take up the draft. Thereupon the Bennett Commission Co. took the position that the terms of the contract had not been complied with and declined to deliver more corn to the Taylor Grain Co. The latter brought suit to compel enforcement of contract.

The Supreme Court said it was error for the court to instruct the jury that if the buyer on the following day tendered to the seller the amount of the draft and requested delivery of the B-L and certificates and the seller refused, the neglect of the buyer to take up the draft on presentation was not a forfeiture of the contract, and the seller would be liable for damages for non-delivery of the corn. Further, if the draft was not paid on that day, it became dishonored and would be charged back to the account of the drawer. In this case, after dishonor, the drawer was requested to take up the draft, which he did, and the B-L which was the title to the corn, was returned to him. Thereafter he was not required to hold the corn subject to any subsequent order of the Taylor Grain Co., but might immediately dispose of it. The Taylor Grain Co. having failed to meet its obligation under the contract, forfeited all right to insist upon delivery of the corn, or to recover damages for non-delivery.

The Taylor Grain Co. has been involved in controversy with other dealers in consequence of its methods and lack of capital; and is now in the hands of a receiver of the U. S. Court.

I believe the control of the western grain business is centering more and more in the Missouri River market.—W. H. Ferguson of Lincoln, Neb.



Fire Insurance Companies

ESTABLISHED 1889

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

Elevator and Grain Insurance

THE OLD RELIABLE

Michigan Millers

MUTUAL FIRE INSURANCE CO.
of Lansing, Mich.

Assets\$1,456,464
Losses paid.....1,805,884
Net cash assets.....291,000

Millers' Mutual Fire Insurance Association of Illinois.

ALTON, ILLINOIS.

"In times of harvest lay aside a portion for a rainy day." Isn't that good advice? Well then, carry your insurance in this Company. In twenty-seven years of Underwriting we have saved about one-half of the cost of insurance to Policy-Holders. Think of what that means. Instead of paying \$100 a year only \$50. Isn't that good practice?

Cash Assets\$ 167,000.00
Net Cash Surplus 97,000.00
Deposit Notes..... 1,025,000.00

We write mills, elevators, grain warehouses and stock in them, for a long or short term as required. Write to our office and see for yourself.

D. R. Sparks, Pres. A. R. McKinney, Secy.

Our Policy

is to give you the best insurance protection you can buy and at the lowest possible cost. Fire losses can be reduced by giving care and attention to the fire danger.

The best of elevators need care and attention. We believe any extra work on the part of the owner or employees of an elevator to reduce the fire hazard should be recognized and for that reason, we have adopted a simple system of "Self-inspection Reports" which are not a condition of the policy contract, but when complied with give the owner a lower rate.

Any grain dealer interested in preserving his property and in being remunerated for it can get further information promptly by addressing



C. A. McCOTTER, Sec'y.

ORGANIZED 1883

The Western Millers Mutual Fire Insurance Company

KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses and contents.

Reliable Insurance . . .

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$4,101,781.91
Net Cash Surplus, \$674,096.53

W. L. BARNUM, Sec'y.

YOUR COST FOR INSURANCE

on grain elevators and contents if written with the Elevator Underwriters will be the lowest you have ever obtained.

A Trial Policy

will convince you of the merits of this plan of insurance. For particulars address

U. S. Epperson

Attorney and Manager

407-408-409 KEMPER BLDG.

KANSAS CITY, MO.

Wagon Loads Received

FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9½x12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

Record of Cars Shipped

FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle St., CHICAGO, ILL.

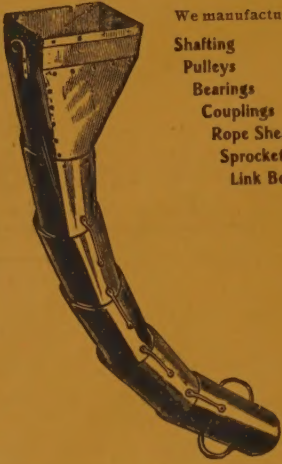
John Spry Lumber Co.

will sell LUMBER and mill work at wholesale prices to grain men and give wholesale grades. It will pay you to send your inquiries to us.

JOHN SPRY LUMBER CO.,

Chicago, Ill.

Elevating, Conveying and Power Transmission Machinery



We manufacture a full line of

Shafting	Boots
Pulleys	Turnheads
Bearings	Bin Bottoms
Couplings	Spouting
Rope Sheaves	Trippers
Sprocket Wheels	Power Shovels
Link Belting	Belting, Etc.



Send us your specifications for estimates. Largest manufacturers of grain elevator machinery west of the Mississippi.

KINGSLAND-KAY-COOK MFG. CO.

ST. LOUIS

Chicago Office, 401 Monadnock Bldg.

Elevator Buckets

for all purposes are but a lesser part of our extensive line of

Elevating and Conveying Machinery

for use in

Grain Elevators and Flour Mills

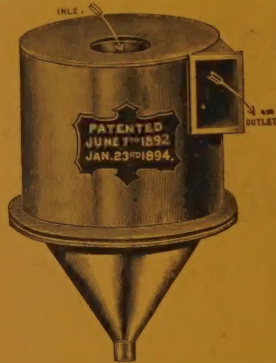


Webster M'fg Co.

1075-1097 West 15th Street, Chicago

Let me tell you how you can

Burn Dust
—AND—
Save Fuel



H. L. DAY

1118-26 Yale Place
Minneapolis, Minn.

Grain Scale Book No. 23

An Indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 1/4 x 15 1/4 inches. The best lined ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

GRAIN DEALERS COMPANY

255 LA SALLE ST.

CHICAGO, ILL.

Some of Our Specialties in
GRAIN ELEVATOR & POWER TRANSMITTING MACHINERY



Weller Mfg. Co.

CHICAGO, ILL.

Send for our 440-page catalog, 18-A.